Board of Trade Journal

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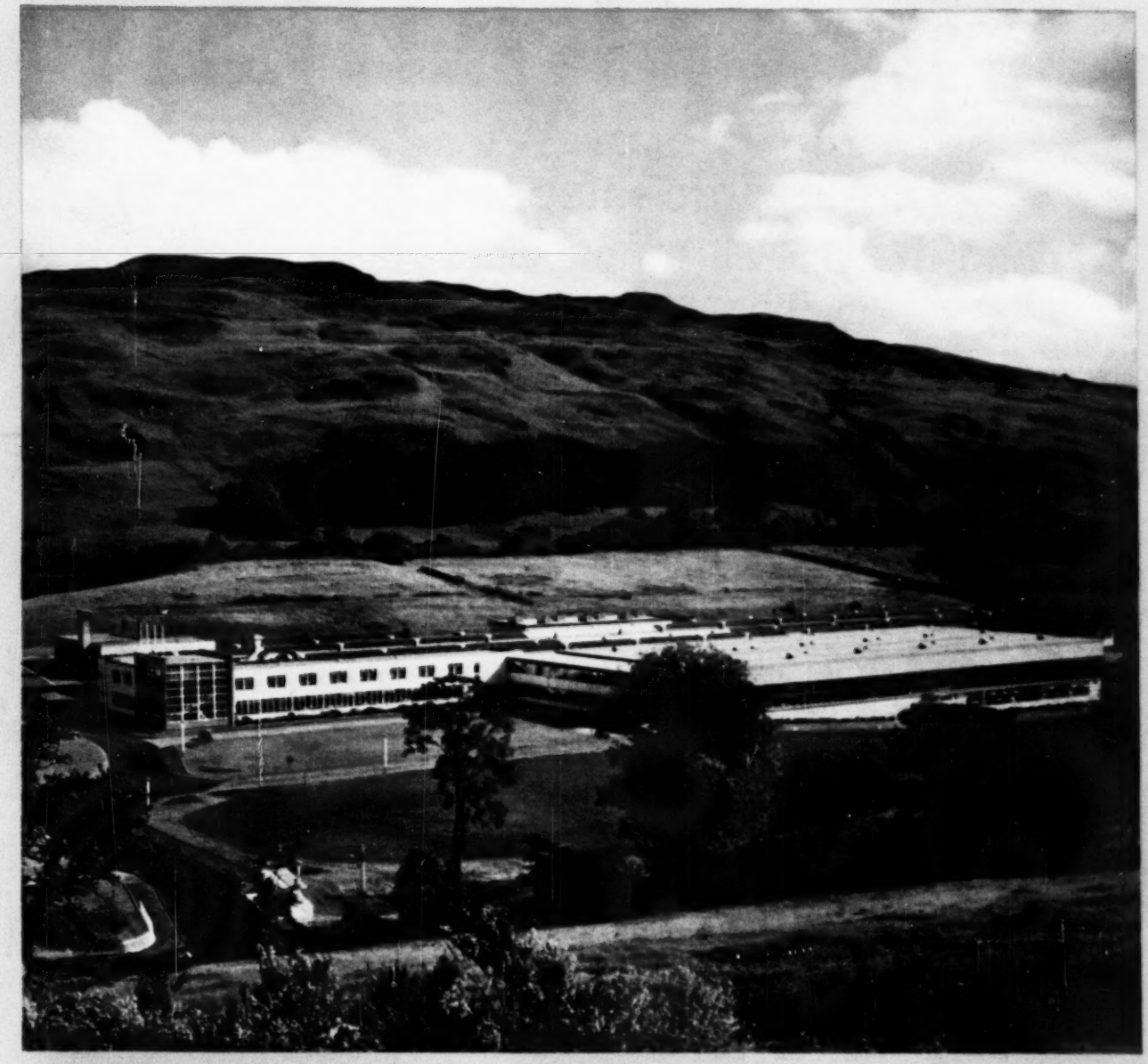

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Front cover photograph

This factory, built at Spango Valley, Greenock, for IBM (United Kingdom) Ltd., by the Industrial Estates Management Corporation for Scotland, is typical of the pleasant conditions found on Scottish Industrial Estates and individual sites. The Management Corporation administer more than 70 estates and individual sites in locations spreading from Caithness in the north to Dumfriesshire in the Borders. Acting as agents for the Board of Trade, the Corporation build these factories for lease or sale for approved industrial projects in Scottish Development Districts. (*See page* 722)

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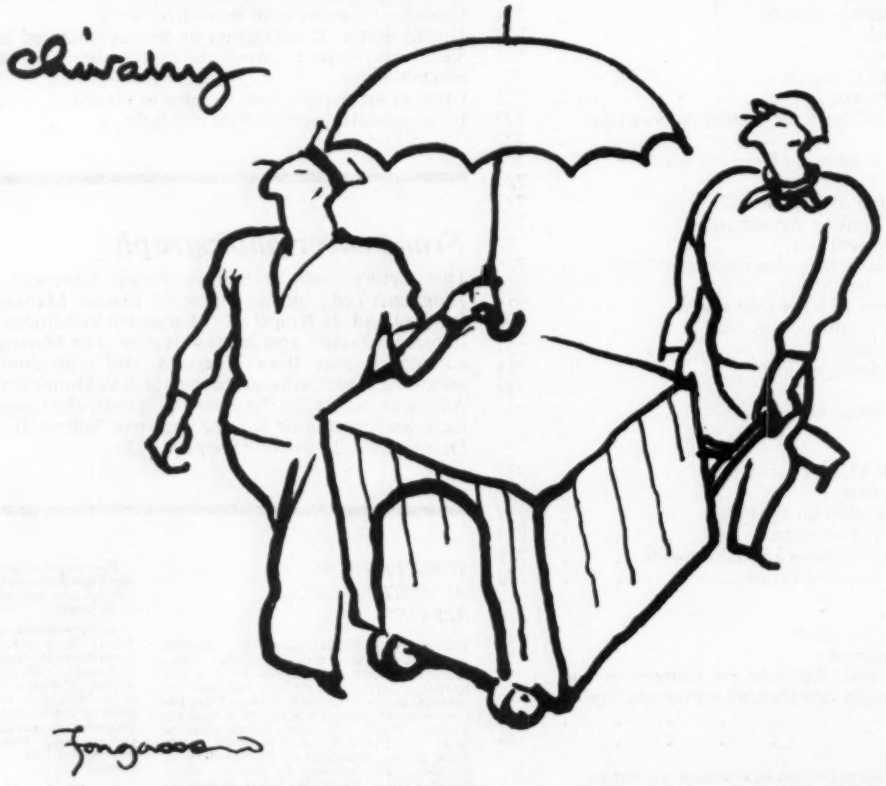

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RESEARCH AND INDUSTRY (2)

DSIR's contribution to industry

BY SIR HARRY MELVILLE, K.C.B., Ph.D., D.Sc., LL.D., F.R.I.C., F.R.S., SECRETARY, DEPARTMENT OF SCIENTIFIC AND INDUSTRIAL RESEARCH.

This is the second of a series of articles dealing with research and industry. The writers will cover the Government's contribution as well as outlining the research undertaken by representative trade associations and individual companies.

(1) I PROPOSE to provide a short account of the work of the Department of Scientific and Industrial Research with particular emphasis on its activities of most direct significance to industrial productivity and thus national prosperity. This emphasis seems to be appropriate, especially after the National Productivity Year, the Reports of the Feilden Committee on Engineering Design, and that of the Robbins Committee (especially the latter's recommendation for new scientific and technological institutions) and finally the Trend Report on the reorganization of civil science – above all, in view of the current need to improve the public image of engineering, technology and applied science.

(2) The National Economic Development Council (NEDC) Report [1] referred to accumulating evidence of the connection between research and development and productivity and NEDC and many other authorities[2, 3, 4] have drawn attention to the special dependence of United Kingdom export trade on the industries based on science and engineering and the importance of being able to expand the technological content of this trade. None of the growth targets for prosperity can be achieved unless the export target is reached. Exports of chemicals, engineering products, scientific instruments and vehicles, goods with a high technological content, amounted in 1961 to nearly two-thirds of the value of our exports. Probably the proportion will continue to rise. Scientific knowledge is not enough – it is important to apply science to the design and creation of products and to increasing the efficiency of industrial processes.

(3) The Department of Scientific and Industrial Research both undertakes and assists basic and applied research and concerns itself with reducing the gap between scientific knowledge and its application in productive industry. Indeed I believe that one of the Department's most useful contributions to industrial prosperity lies in its activities to facilitate the rapid translation of research ideas into industrial practice. At the recent National Productivity Year conference at Eastbourne, we reviewed some of the factors important to the rapid application of research such as the quality of industrial management, the use of the management techniques made available by science, technical information, the training of technologists, the human sciences, etc. In this paper I propose to describe shortly some of the activities of DSIR, most of which have a bearing on the problem of rapidly applying research. Broadly, DSIR undertakes four main kinds of activity:—

(i) In its fifteen research establishments it conducts basic and applied research to meet the civil needs of industry and of central and local authorities. (Paragraphs 5-7.)

(ii) It helps to form and finance co-operative industrial research associations thus encouraging industry itself to undertake and finance research and apply scientific knowledge. (Paragraphs 8-11.)

(iii) By means of grants, it supports promising research in universities, technical colleges and other institutions, and through studentships the postgraduate training of scientists and technologists. (Paragraphs 12-14.)

(iv) The Department communicates the results of its research to industry and directs technical enquiries to where they can be answered. (Paragraphs 17-22.)

(4) I shall comment briefly on each of these activities and on certain other acitvities of DSIR which reflect its concern for technical progress in industry in a general sense.

DSIR Research Establishments or 'Stations'

(5) In its fifteen research establishments or stations, the Department conducts applied research on the one hand to meet the civil research needs of central and local authorities, and on the other to increase the efficiency of industry as a whole by work in such fields as standards of measurement, domestic mineral resources, and properties of materials. Examples of the former are the Road Research Laboratory at Harmondsworth, Middlesex, which does research on road materials and construction, safety and traffic flow, etc., and the Building Research Station near Watford, which is concerned with the whole field of building, e.g. the design and performance of structures, heating, lighting, etc., and the organization, productivity and economics of building work. Examples of the latter are the well-known National Physical Laboratory (NPL) at Teddington, which conducts research in various branches of non-nuclear physics and maintains British primary standards and physical units; the National Chemical Laboratory, also at Teddington, which does basic chemical research applicable to a variety of industries such as on corrosion, and the National Engineering Laboratory (NEL), at East Kilbride, near Glasgow, which carries out basic and applied research to provide industry with the engineering knowledge needed to solve its problems. NEL work covers such fields as fatigue and creep in metals, plasticity and formation processes, fluid mechanics including hydraulics research and low-speed aerodynamics, heat transfer and exchange apparatus, machine tools (including automatic control), engineering metrology, lubrication, and many other topics. Another establishment with important activities on the industrial side is the Warren Spring Laboratory at Stevenage, which provides facilities for research and development including pilot-scale work on subjects of national importance which cannot be fitted into the programmes of the

other research organizations, e.g. chemical engineering research in the field of chemical process development, research and development in mineral processing, and the problems of automatic control in mineral processing. The Laboratory's programme also includes research on atmospheric pollution to assist the Ministry of Housing and Local Government, and there is a human sciences section concerned with the ergonomics field.

(6) The work of DSIR research establishments covers a very wide field of civil science. The Department tries, however, to concentrate the resources of its establishments on research that is clearly in the national interest and on work which cannot reasonably be done elsewhere. Some of this work is essentially speculative and long-term – an example is the work of the Autonomics Division of the NPL on optimal and adaptive process controls which is concerned with the advanced stage of automation where we contemplate the integration of control equipment, process and plant in fully automatic plant operation. The methods of process control studied are applicable in the chemical and oil industries, air traffic, rolling mills and many other fields.[5]

(7) On the other hand some of the research in DSIR's research establishments has paid off in a more direct way. For example, one of the most striking economies achieved was an estimated £300 million saved on school building over the twelve years up to the end of 1961 as a result of changes in design and construction brought about by the Ministry of Education, Architects and Building Branch, with the collaboration of the Building Research Station (BRS) (6). A main factor allowing this saving was the work of the BRS on daylighting permitting tighter planning than would otherwise have been possible. The work of the Ship Division of the National Physical Laboratory (6) on testing models of new merchant ships has resulted in the reduction of hull resistances by the modification of underwater hull designs. Over the past twenty years there has been a ten-fold improvement in the dimensional accuracy of large marine gears as a result of the work of both NPL and NEL in the field of measurement and machine-tool design and control (6). The development of hydrostatic transmissions, whose advantages and applications in the field of on and off-the-road vehicles and in machine tools were discussed in a recent paper reviewed at the NPY[7] Conference at Eastbourne, is another interesting part of the work of NEL.

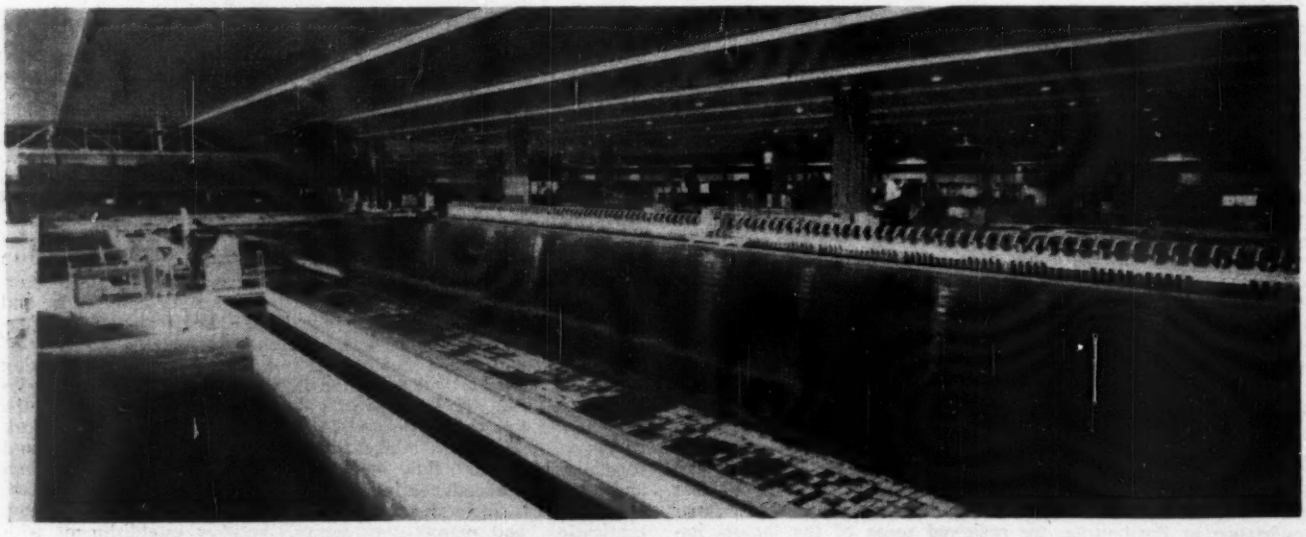
The Research Associations

(8) DSIR's support for co-operative industrial research associations began lith the founding of the Department in 1916. Each of these associations, now fifty-three in number, do research of common interest to firms in one industry or a group of related industries. They are of special value to smaller firms unable to establish adequate laboratories of their own, and in return for a modest contribution, they keep their industrial members abreast of scientific progress and give them scientific and technical advice. The Department gives grant-assistance to the associations, determining the amount of grant according to circumstances, but always relating it to the amount of the industrial contributions from members. The total income of all the associations in the calendar year 1962 amounted to £8·8 million. DSIR grants to the associations in the financial year 1962/63 amounted in total to nearly £2·2 million.

(9) The research associations cover a very wide range of industries including food, fuel, metals, textiles, ceramics, leather, rubber and plastics, and engineering industries. The research undertaken by an association is applied research in a direct sense to the problems of its own industry. The research problem may be how to make the best use of scarce materials or to improve a manufacturing process. The more a firm can help itself, however, the more effectively it is likely to be able to utilize its research association's resources which are complementary to its own private laboratories. Research must be taken to the stage where the results can be applied under members' conditions and this may mean pilot-scale work often in a member's factory. Operational research, which has a clear future as an important management technique, has been fostered by the Industrial Operations Unit of DSIR, and many research associations have established their own units. It is of interest to note that the NEDC Report,[1] referred to earlier, stated '. . . a specific obstacle to production improvements *is the inadequate use of the newer management techniques*, especially by small and medium-sized companies'. The Department believes that improvements in the productivity of medium and small companies may well represent a large potential increase in total national productivity.

(10) Research associations assume responsibility for ensuring that the results of research carried out in their laboratories are made available to their member firms in the industries which they serve and thus to industry at large. Various methods are employed, including lectures, conferences, bulletins, reports, reviews and abstracts. Probably one of the most effective information activities of research associations, however, is their use of liaison officers. Many associations have such officers who regularly visit member firms to deal with technical problems and demonstrate to member firms new equipment developed in an association's laboratories. These activities are all assisted indirectly by DSIR by virtue of the Department's grants to the associations, but in addition the Department gives special financial assistance to associations for particular activities such as the demonstration of new or improved equipment or methods, technical liaison using mobile laboratory demonstration units, training courses, films, exhibitions, etc.

(11) Much research association work pays off in a very direct way. To give two examples,[6] the work of the Motor Industry Research Association on a simple method of severe cold rolling of highly stressed areas of heavily loaded components such as the fillets of



One of the four large wave basins (total area 42,000 square feet) used for studies of wave-disturbance problems, tests of harbour designs and research on beaches and sea defences at the Hydraulics Research Station, Wallingford. Besides waves, tides and tidal currents can be reproduced. This basin is at present used to study the effects of sea walls on littoral drift.

[DSIR photo

stub axles and crankshafts, has enabled the fatigue strength of such components to be increased by more than 100 per cent, thus enabling less expensive alloy to be used and the component made stronger than before. Another example is the work of the Research and Development Committee of the Timber Development Association on shell roofs. Timber shells for industrial and other types of roofing offer economies averaging some 30 per cent over the competitive reinforced concrete structure. The possible national saving may be of the order of £7½ million a year.

Research Grants and Postgraduate Studentships and Fellowships

(12) The Department makes grants for special research and postgraduate training in science and technology (excluding medicine and agriculture) at universities, technical colleges and occasionally other research institutions. This expenditure has increased very greatly in recent years, from a total of just under £700,000 in 1955/56 to over £5 million in the year 1962/63. The particular significance of the DSIR research grants is that unlike the funds provided for research by the University Grants Committee, they are for specific research projects which appear in the judgment of competent scientific authorities to be desirable in the national interest but which might be delayed or inadequately financed if left to compete for normal university funds. Often these research grants are of potentially great technological importance. For example, one such project is concerned with the development of new advanced methods of optical lens design with the aid of digital computer techniques. This work, which is being carried out in Imperial College is of considerable potential importance to the British optical industry.

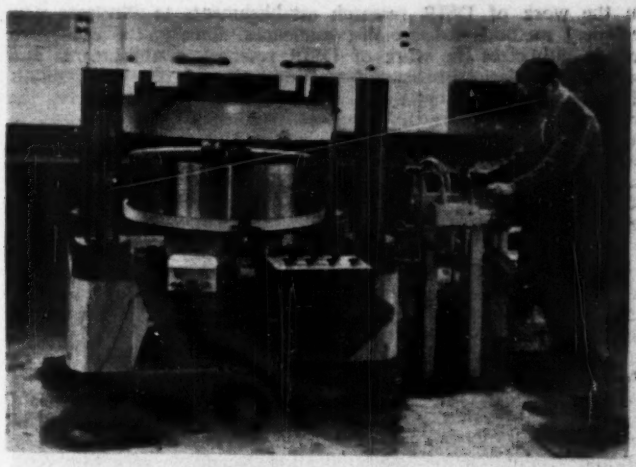
(13) Another example is a grant of £140,000 made during 1962 to the University of Birmingham in support of the work of the Institute of Advanced Engineering Studies which the university has established. The grant is being used to support research projects in which two or more of the engineering or science departments of the university collaborate. An interesting and recent example is a grant of over £140,000 to establish a new Institute of Sound and Vibration Research at Southampton University. The work of the Institute will cover a wide range of research problems including noise in buildings and aircraft, and vehicle noise, and the subjective effect of noise on people. Arising from its study of the machine-tool industry's requirements for research and development the Department has encouraged the development of centres of advanced training and research by making grants to universities and colleges, as well as contributing to co-operative research within industry through the Machine Tool Industry Research Association and the Production Engineering Research Association. In a quite different field, a recent DSIR grant of £100,000 was made to the Imperial College of Science and Technology for work on microbial metabolites of scientific and industrial interest. It is hoped to develop new fermentation techniques and automatic analytical control methods.

(14) The importance of research grants of this kind is that they enable the Department to some extent, to influence the balance of the national effort in fundamental (and applied) research and the production of advanced workers in different scientific and technological fields. The production of advanced workers is also assisted by the Department's scheme of postgraduate studentships and fellowships which enable good honours graduates to receive research training or develop their special aptitudes for research.

Economics and Development

(15) The Department has Economic and Development sections in Headquarters. The Economics section has studied the application of resources for research and development in various sections of industry, and made recommendations on how any gaps there may appear to be should be filled. It forms part of the machinery for formulating the Department's policy for allocating resources between the competing needs of industry. The Development section has made a beginning in placing civil development contracts with industry. One example is a contract for the development of a large tape-controlled, multi-purpose machine tool incorporating substantial advances in design. Another good example is a project designed to increase the overall effort on research and development in computers. This will involve co-operation between DSIR, other Government laboratories, and industry to aid long-range computer development by additional research in the field of new materials and components.

(16) In the field of civil development contracts generally, the Department is prepared to consider suitable proposals, or applications for the support of development in civil industry. This preparedness is based on the belief that there may be projects which, while showing reasonable probability of achieving an important technical advance, are unlikely to provide an adequate return in a short enough run to attract support from industry, but which nevertheless ought to be pressed forward in the national interest. The Department considers that civil development contracts are potentially a most important means of reducing the gap between research and its industrial application, and it participates with the National Research Development Corporation in operating a Joint Development Committee to consider development problems of mutual interest. The Department attaches importance to flexibility of approach to meet the complex nature of industry and the variety of its needs.



Part of a hydraulic press used for hydrostatic extrusion experiments at DSIR's National Engineering Laboratory at East Kilbride. The laboratory has been working on a hydrostatic extrusion process whereby metals can be cold extruded by applying pressure to the billet via a surrounding fluid.

Technical Information

(17) The Department believes that technical information is a vital factor in the speedy industrial application of research, and it is of interest to note again here the words of the NEDC Report[1] '. . . *inadequate scientific and technical awareness by management* is the most usual reason for reluctance to introduce changes . . .'. The dissemination of scientific and technical information is one of the Department's most important functions. It discharges it directly through its fifteen research establishments, the National Lending Library for Science and Technology at Thorpe Arch, Boston Spa, an Information Division in its London Headquarters, and three branch offices in Cardiff, Edinburgh and Newcastle. Indirectly, the Department supports the liaison and information activities of the fifty-three research associations, and plans have been made for the appointment of industrial liaison officers based on Colleges of Advanced Technology, and technical colleges throughout the country whose task will be to establish contacts with local industry, provide practical assistance and help to industry in framing technical enquiries, and more generally, to establish an industrial liaison service based on the resources of the colleges. The scheme will be supported jointly by DSIR, the Ministry of Education and local authorities.

(18) Although the United Kingdom does not possess a highly co-ordinated technical information service, the 'direct' activities of the Department's research establishments and of DSIR Headquarters in London and its branch offices, are broadly complementary to the information activities of the research associations and regional industrial liaison services assisted by the Department. A publicity group in the London Headquarters has sections dealing with the Press, films and broadcasting, and exhibitions. The first seeks wide publicity in the general and technical press for new scientific and technical developments. The films and broadcasting section is concerned with disseminating scientific and technical information through the media of sound and television broadcasting, and is also responsible for a programme of documentary film production based

on the work of DSIR research establishments to illustrate new technical methods to specialist audiences. Finally, the exhibition section publicizes the work of DSIR research establishments and research associations to special audiences through the DSIR stands at well-known exhibitions. Still another group of staff handles the reports of the Department's research establishments on the way to publication by H.M. Stationery Office, and in some instances prepares special publications. Basic research communications are often supported by shorter, more popular publications, bulletins, leaflets, advisory notes, etc., which digest the results of the Department's research for industry and suggest how they can be applied.

(19) One of the last mentioned activities in this field is a series of free booklets recently published by DSIR dealing with particular aspects of 'low-cost automation'. These booklets cover simple measures or devices costing often less than £1,000 which are likely to improve productivity. It is important, in the Department's view, to remember that innovation is not necessarily expensive, and that startling increases in productive efficiency and returns on investment can arise from quite simple and inexpensive measures of mechanization and innovation open to medium-sized and small firms. But this does require, as the NEDC says, technical awareness by management. Another example is the free publication 'Science in your Methods', dealing with the work of DSIR's Industrial Operations Unit which has already been referred to (paragraph 9). Many other free popular booklets for industry in the natural sciences and technology such as 'Silicones at Work', 'New Ways with Rubber', 'Using Ultrasonics', have also been published by the Department as part of its information work.

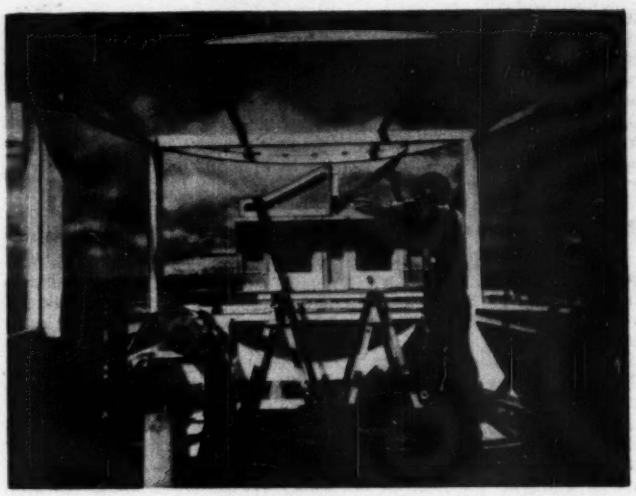
(20) The DSIR research establishments encourage their research workers to publish their results as widely as possible through the journals of the professional and learned societies and by articles in the technical press, and supplement these individual activities with specialist publications, reports and bulletins issued direct or through H.M. Stationery Office. All the research establishments publish summaries of their current work in annual reports, and also do much advisory work for industry by direct contacts through their research officers. DSIR Headquarters and the Department's research establishments are assisted in their technical information work for industry by branch offices in Cardiff, Edinburgh and Newcastle. The officers in charge of these also act as field technical liaison officers establishing close contacts with local industry, Government departments, universities and technical colleges, etc. An interesting development in these branch offices is the creation of mutual assistance schemes through which laboratories of all kinds, Government, academic and industrial, can exchange information, experience, equipment and materials.

(21) A special institution only mentioned so far is the National Lending Library for Science and Technology, which is a DSIR establishment situated at Boston Spa covering the whole field of science and technology including agriculture and medicine. It acquires literature of value to practising scientists and technologists, and has in particular, a collection of technical and scientific literature in all languages including an extensive collection of Russian literature. It supplements the library resources of existing organizations by providing a rapid lending service to 'approved borrowers' which include industrial firms, research organizations, universities, colleges, and the larger public libraries.

(22) Some of the information activities of the research associations have already been mentioned in paragraph 10. These include most of the media used by DSIR, namely lectures, conferences, films, exhibitions and, perhaps most important, industrial liaison officers. All DSIR technical information services for industry are based on the view that management should itself assume responsibility for seeking out and utilizing sources of technical information.

Human Sciences

(23) Technical change can only take place with the co-operation of those concerned in it and the acceptance of change by those affected. DSIR's interest in the human sciences is sustained by the Human Sciences Committee of the Research Council and also by the Human Sciences section at the Department's Warren Spring Laboratory at Stevenage. The Human Sciences Committee is concerned with grants to research workers in psychology, sociology and related subjects having industrial applications, and awards to the amount of about £150,000 per annum are currently being made in these fields. The Warren Spring Laboratory's research in this field concentrates mainly on ergonomics, that is, fitting the job to the worker.



Light studies under natural sky conditions using a model building in the fully glazed observation dome on the roof of the Physics building of DSIR's Building Research Station. The Physics Division of the BRS is concerned with the external climate, and the heating, ventilation, lighting and acoustics of buildings with the aim of providing design data which will make them more comfortable to live and work in.

Conclusion

(24) As I said at the Eastbourne Conference of the National Productivity Year[8], the problem of translating research ideas rapidly into industrial production and thus adding to national prosperity, varies infinitely according to particular circumstances. Sometimes the weakness may be in the sources, or channels of scientific and technical information, sometimes in education, or in management; and then change may always raise human problems. DSIR seeks to encourage research into all these problems which affect national prosperity.

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Lord Drumalbyn's visit to Turkey and Israel

LORD DRUMALBYN, Minister of State, Board of Trade, is paying an official visit to Turkey and Israel during the Easter Recess.

The Minister of State left London for Ankara on March 31. During his stay in Turkey he will meet Ministers and visit industrial towns on the Black Sea and other areas.

On April 6, Lord Drumalbyn will fly from Istanbul to Tel Aviv, and spend a week in Israel, returning to the United Kingdom on April 13.

ECGD North American representative

THE Export Credits Guarantee Department have announced that Mr. R. F. L. Martin is taking over from Mr. R. S. Kinsey as ECGD representative in North America. Mr. Martin has for several years been a senior underwriter handling business under Comprehensive policies, and before that was in charge of the status information branch. His considerable experience will be available to any ECGD policyholder visiting North America. He has authority to underwrite business on buyers in the United States or Canada without the need for reference to London.

Note:

The addresses of ECGD Local Offices were last published in the *Board of Trade Journal* of January 31, 1964 (page viii).

The Budget

WITH BUDGET DAY on April 14, the 16th 'Looking Ahead' broadsheet is a topical one entitled 'Preparing the Budget', it explains the Chancellor's task and the place the budget plays in the Government's policy for maintaining a sound economy. The system of review, estimate and consultation, some of the steps by which the budget is actually prepared, are described and there are two explanatory diagrams. Copies: Free from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1.

Export Award

HRH Prince Philip the Duke of Edinburgh presenting an 'Ambassador' award to Mr. J. Douglas Hood, chairman of the National Wool Textile Export Corporation on March 19 'for his tireless and successful work for Britain's wool industry'. The awards are for firms or personalities with outstanding achievements in the fields of design policy, contribution to export, merchandising, promotion, marketing, efficiency, the fine and applied arts. They are small statuettes specially commissioned by the 'Ambassador' export magazine from Mr. Kenneth Armitage, the sculptor.

Chinese interest in purchasing complete plants

THE BOARD OF TRADE *held a reception at Lancaster House, St. James's, London, on March 23 in honour of a six-man delegation from the China National Technical Import Corporation from the People's Republic of China. The delegation is led by Mr. Weng Yuan, Technical Consultant to the Corporation. The guests included Mr. Shen Ping, the Acting Chinese Charge d'Affaires, Mr. Li Chuo-chih, the Chinese Commercial Counsellor, and members of his staff, representatives of trade associations and of some of our leading industrial companies. A group of engineers from the Chinese Ministry of Railways was also present.*

The China National Technical Import Corporation is the Chinese State Trading Corporation responsible for negotiating the purchase of complete industrial plants. It is understood that this delegation, which arrived in this country on March 12, is particularly interested in chemical and synthetic fibre plants; it is also understood that it is a fact-finding mission and it is spending two to three weeks here visiting factories and having discussions with British firms. The delegation will visit some other West European countries and may come back to Britain before returning to Peking.

Seen from left to right are: Mr. A. E. Welch, Under-Secretary, Board of Trade; Mr. Weng Yuan, leader of the CNTIC delegation; Professor Lu Huan-chang, a member of the delegation; and Mr. Li Chuo-chih, Chinese Commercial Counsellor.

NEDC report on the economy

'THE GROWTH OF THE ECONOMY' published March 25 by the National Economic Development Council*, considers progress made towards achieving the 4 per cent growth target accepted by the Council and discusses the problems which must be solved if it is to be achieved. The programme for growth over a period of years ahead was a new departure in British economic policy. The Council believes that organizations and individuals need to know what are the objectives of national economic life if they are to make the most effective contribution in their own interests and in the interests of the country as a whole. The present report has been prepared because the Council considered it important to assess the way in which the growth programme is working out and to focus attention on the problems that have to be faced.

The objectives

The 4 per cent objective involved setting sights for industrial output in almost all cases substantially above previous expectations. It also involved estabishing objectives for public effort substantially above the level of Government planning at the time.

The total effect of the changes which have come about through the working out in greater detail of forward programmes for the Government sector during the past year has been to increase the scale of current expenditure to the level in 'Growth to 1966' and to raise investment expenditure in the public sector and particularly on building and construction somewhat above the level in that report. In the private sector most of the industries have confirmed the views expressed last year about the likely effects of faster growth on the market for their products.

Output

After two years of comparatively static output and a particularly severe winter, output increased rapidly during 1963.

The general conclusion of the report is that there is no reason to revise the view expressed in 'Growth to 1966' that sufficient physical capacity should be available to produce the output required to achieve the growth programme.

Manpower

There is little change in the previous estimates of manpower requirements. Shortages of skilled manpower have already appeared and they can be expected to become more acute as the pressure of demand increases.

Productivity

In 'Growth to 1966' it was estimated that of the increase in output of 4 per cent per annum only 0·8 per cent could come from increased employment. The balance of 3·2 per cent would have to come from increased output per man.

Although in the course of 1963 output per man increased faster than the trend rate, the productivity objective represents a much faster rate of continuing increase than was experienced on average during the last ten years. Developments between 1957 and 1959 had a certain similarity with those from 1961 to 1963 and it is natural to ask whether the slow growth of productivity in 1960 to 1962 is likely to be repeated in 1964 to 1966.

The report concludes that there are grounds for believing that in 1964 there will be a good rise in productivity which could bring it close to the trend line implicit in the growth programme.

Consumers' expenditure

So far, the increase in consumers' expenditure has been at a rather lower rate than the average rate estimated for 1961 to 1966. A somewhat higher rate is therefore implied in the remainder of the period to 1966. The proportion of total resources taken up by consumers' expenditure will, however, need to fall between 1963 and 1966, mainly because investment, which fell from 1961 to 1963, is now expected to expand rapidly. In addition to goods and services they purchase, people will also derive increased benefit from education, health and other social services, roads and urban development, as a result of a higher level of public expenditure.

* H.M.S.O. 8s. 6d.

Public consumption

The latest official estimates imply about the same average rate of increase in public consumption during 1961 to 1966 as was estimates in 'Growth to 1966'. This is consistent with the defence component increasing between 1961 and 1966 in terms of cost in line with the gross domestic product. Civil expenditure is expected to increase more rapidly.

Investment

During the year a number of important investment programmes has been brought more into line with the 4 per cent objective.

The nationalized industries have been remodelling their development programmes in the light of the 4 per cent growth programme. Electricity, gas and the Post Office have all raised their investment plans substantially. There has been a further increase in the road programme.

In manufacturing industry, fixed investment in the fourth quarter of 1963 was probably more than 15 per cent below the average level for 1961. There is, however, considerable evidence of an upward trend this year. On balance, manufacturing investment in 1966 seems likely to be lower than last year's assessment. Nevertheless, the expected increase between 1963 and 1966 is about 9 per cent per annum.

Several industries fear that steady and rapid growth will not be sustained and unless they can be convinced to the contrary there may not be sufficient investment to maintain rapid growth after 1966.

Savings

The estimate of total savings likely to be forthcoming in 1966 is only a little less than the estimate of savings required.

The estimates imply, however, that a substantial proportion (about 25 per cent) of the addition to personal incomes will be saved. If this turned out not to be so measures to stimulate private savings or increase the Government surplus might be required.

Exports, imports and the balance of payments

Exports rose in volume between 1961 and 1963 on average 4 per cent a year compared with the required rate of about 5 per cent. Imports have risen faster than was allowed for in 'Growth to 1966'. The balance of payments on current account was better in 1962 and 1963 than it had been in 1961 but became less favourable during the course of 1963.

As a result of an upward revision of the estimates for imports of fuel and of manufactures, the growth of total imports between 1961 and 1966 is now put at 4·7 per cent per annum, as compared with the estimate of 4·0 per cent in 'Growth to 1966'.

The export objective has been raised slightly from 5 per cent a year to 5·1 per cent. The surplus on current account aimed at in 1966 has been revised downwards.

Our competitive position has somewhat improved between 1961 and 1963 but both the import and export estimates are based on the assumption that our competitive position will be stronger than it has been up to 1963.

Outline of the economy in 1966

The following table summarizes the main components of our resources and their use. The estimates given in 'Growth to 1966' are in brackets.

The use of resources, 1961-66

	1961	1962	Increase per cent. per annum
	£ million at 1961 prices		
Resources available:			
Gross domestic product at market prices	26,835	32,650	4·0 (4·0)
Imports of goods	4,013	5,050	4·7 (4·0)
Net imports of services	26	50	..
Total	30,874	37,750	4·1 (4·0)
Use of resources:			
Consumers' expenditure	17,531	20,930	3·6 (3·5)
Public consumption	4,574	5,445	3·5 (3·5)
Fixed investment	4,582	5,935	5·3 (5·2)
Stockbuilding	304	450	..
Exports of goods	3,883	4,990	5·1 (5·0)
Total	30,874	37,750	4·1 (4·0)

In general, the estimated percentage changes between 1961 and 1966 are similar to those in 'Growth to 1966'. There is an increase in the estimate of imports; the estimate for exports is increased

slightly and a smaller allowance has been made for the surplus in the current balance of overseas transactions. In addition, the estimate for investment has been raised a little and that for consumers' expenditure is also slightly higher.

The outlook

Demand has recently been growing rapidly at a rate of some 6 per cent per annum. During 1964 it is probable that demand will continue to increase at a high rate. There is likely to be a large increase in fixed investment, both public and private, a high level of stockbuilding and a substantial growth of public consumption and consumer expenditure; exports should be helped by a continued expansion of world trade although they are likely to grow more slowly than imports. In the circumstances there is likely to be a substantial increase in output and employment, and there are also grounds for believing that there will be a good rise in productivity which could bring it close to the trend line implicit in the growth programme.

There have been occasions in the past when a rapid economic recovery has been followed by years of more or less static production and productivity. The prospects are in certain respects more favourable on this occasion, but achievement of sustained economic expansion will involve the solution of difficult problems, including:

the need for manufacturing investment to be stepped up to maintain growth after 1966.

the importance of trying to secure a lower ratio of stocks to output.

the need for additional savings to finance the high investment expected in the next few years.

the need to expand the construction industry considerably.

the need for more training of skilled workers and for manpower to be used as efficiently as possible.

a more balanced demand for labour to make fuller use of the resources in the less prosperous regions which now contain an important part of the nation's remaining reserves of manpower.

the need to expand exports and for attention to be given to the possibilities of producing in this country, on a competitive basis, goods of a type now being imported in substantial quantities.

the need to achieve a broad stability in the general level of costs and prices.

The challenge

The next 12 to 18 months present a particular challenge. There are fears that the cycle of rapid expansion followed by years of stagnation which has prevented sustained growth in the past will be repeated. There are opportunities this time of avoiding the difficulties which have checked growth in the past, but this will not be easy. If it proves possible to break through the stop/go cycle the confidence engendered, and its effect on investment and on willingness to accept measures to raise efficiency, should substantially improve the prospects for longer term growth.

EDC for mechanical engineering industry

THE NATIONAL Economic Development Council, have announced the establishment of an Economic Development Committee for the Mechanical Engineering Industry, the chairman of which will be Mr. D. A. C. Dewdney, managing director, Esso Petroleum Co. Ltd.

Guide to European markets

THE FIRST edition of *EFTA Markets* was published by Chamber of Commerce Publications in 1960. They have now issued a revised and enlarged edition intended to provide industry and commerce with an up-to-date guide to the European situation generally and the individual EFTA countries in particular.

The new edition opens with a foreword by Mr. Frank Figgures, Secretary-General of EFTA. An article on EFTA and the EEC briefly explains the nature of each and shows how EFTA is organized.

Each EFTA country – including their associate member, Finland – is then dealt with under six headings – physical features and population, domestic economy, foreign trade, investment opportunities, promotion and outlook.

There is also an article on transport in EFTA, and five appendices that contain notes on the EFTA association of commerce, further sources of information, UK chambers of commerce affiliated to the ABCC, statistics, and rates of exchange.

Copies may be obtained from Chamber of Commerce Publications, 68 Queen Street, London, E.C.4. Price 7s. 6d.

The Cotton Board

THE BOARD OF TRADE annouce that a draft of the Cotton Industry Development Council (Amendment No. 5) Order, 1964, has been laid before Parliament under Section 8 of the Industrial Organization and Development Act, 1947. This Order further amends the Cotton Industry Development Council Order, 1948.

The main object of the Order is to bring users of man-made fibres within the Industry fully into membership of the Cotton Board on the same basis as users of cotton. It also extends the scope of the industry covered by the Order to certain activities in relation to silk. These steps are being taken after consultation and in agreement with the appropriate representative organizations and trade unions in the industry.

The functions exercisable by the Cotton Board, some of which were hitherto exercisable only in relation to the cotton section of the industry, now become exercisable in relation to the industry as a whole and all the firms in the industry will be assessed for levy charges on the same basis, whichever fibre is used (cotton, man-made fibres or silk).

The Order requires to be approved by Resolution of each House of Parliament.

Copies of the draft Order can be obtained, price 1s. 3d. (by post 1s. 5½d.) from H.M. Stationery Office, Kingsway, London, W.C.2., and branches.

Notes:

At present man-made fibre users in the industry are levied on the basis of a fixed proportion (11 per cent) of the total amount of levy raised from the industry. This was calculated in relation to the costs of co-operative research which is carried out by the Cotton, Silk and Man-made Fibres Research Association (The Shirley Institute).

The activities comprised within the industry covered by the Order are mainly spinning, doubling, weaving, finishing and converting. They exclude made-up goods (e.g. garments). The throwing of silk is also excluded.

Increase in exports of Scottish tweed

THE VALUE of Scottish tweed exports last year reached £8,118,000, the highest figure since 1957 and an increase of £443,000 over 1962. Announcing the figures in Edinburgh on March 25, the National Association of Scottish Woollen Manufacturers estimate that if the value of yarn either exported direct or sold to knitwear and other manufacturers whose products were exported is added, total overseas earnings were not less than £10,000,000. This figure excludes exports of orb-marked Harris tweed.

The United States continued to be the industry's largest single customer, absorbing 2,092,000 sq. yds. or 29·7 per cent of total exports. But the largest increase was recorded in the Common Market where sales increased by 16 per cent to 2,504,000 sq. yds. – more than double the level of five years ago. It was the fifth consecutive annual increase in a market where tariff discrimination against Scottish cloth has widened every year since 1958. Sales to EFTA countries rose by 11 per cent, particularly good results being obtained in Sweden and Austria. Japan's purchases increased by more than 15 per cent.

Trade with less developed countries

THE MARCH issue of the 'Bulletin for Industry' prepared by H.M. Treasury contains an article entitled 'Trade with less-developed countries', of which many of the problems will be discussed at the United Nation's Conference on Trade and Development, which opened on March 23 and continues until June 15. The pamphlet also contains an article describing the 'striking successes' achieved in the motor industry last year, and an article entitled 'Changes in United Kingdom exports' which reviews changes to major markets in 1963 and the opportunities in 1964.

Copies – free from the Ceneral Office of Information, Hercules House, Hercules Road, London, S.E 1.

Italian Trade Mission

THE GAUGE and Tool Makers' Association and the Export Council for Europe are to be joint hosts to a mission of technical and other directors of twelve important Italian companies which will visit Britain from April 5 to 11. The Association has arranged for the mission to visit member firms in London, the Midlands and the North of England.

Modern factories in Scotland

THE Industrial Estates Management Corporation for Scotland is making a major contribution to the extension of a viable Scottish economy. Over the past twenty-seven years the Corporation, together with its predecessor company has built or acquired over 22,000,000 square feet of factory space and, at present, administers over 20,000,000 square feet occupied by 344 tenants. Industrial development in Scotland is now forging ahead accompanied by impressive activity in the ancillary fields of communications, power and allied services. The country's infrastructure, generally, is being developed to meet advanced standards of efficiency and convenience. The new steel strip mills and the rapidly growing motor industry provide first-class opportunities for manufacturing industry.

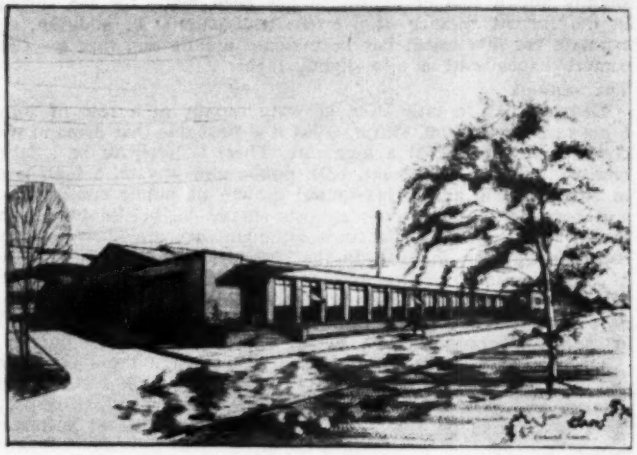
Factories in advance of requirements each with space for 100 per cent expansion are now being built by IEMCS in a number of Scottish Development Districts. Several of these modern and attractively designed buildings have already been let; others, of varying sizes, will shortly be available for occupation. Specifications and plans of these buildings will be provided gladly by the Corporation. If none of the advance factories meets the specific requirements of an expanding industrialist, consideration can be given to the construction of factories in any of the Scottish Development Districts, including those which form part of the Growth Areas outlined in the recent White Paper on Industrial Development in Central Scotland.

The estates and individual sites have all been located to take full advantage of existing facilities and adaptable labour is available in each Development District. Rents are based on current market value and range from 2s. 3½d., per square foot per annum for a new factory at Sanquhar in Dumfriesshire to 4s. 3d., per square foot per annum for a modern factory on an industrial estate in the City of Glasgow. Information about available financial benefits in Scottish Development Districts can be obtained from any office of the Board of Trade.

In advocating expansion in Scotland, the Industrial Estate Management Corporation for Scotland have been gratified to find that amongst our most enthusiastic protagonists are our immigrant firms who have made the experiment and found the results highly satisfactory. For example The National Cash Register Co. (Mfg.) Ltd., which has four factories on the Dundee Industrial Estates states 'The design of our new factory is aesthetically pleasing to the eye and is undoubtedly functional in layout. We consider it to be a fine example of industrial architecture'. Philips Electrical Co. Ltd., for whom we are building a further factory at Dunfermline, have also written to the Corporation as follows 'Whenever our Concern thinks of expanding its operations in the United Kingdom we think of Scotland, because our experience has proved the wisdom of coming here and we have always had the most cordial relationships with all the civic, industrial and other encouraging bodies with whom we have had the pleasure to co-operate'.

Firms contemplating future expansion will find it well worth their while to consider Scotland as a base. Inquiries regarding factory space are always welcomed by the General Manager of the Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C.3., (Tel. Glasgow, Douglas 6651/9).

The following modern steel framed single-storey factories, each equipped with central heating and essential services, are available at attractive rentals. Some are available now whilst others will be ready shortly.



An artist's impression of a typical advance factory in Scotland.

Estate		Area (sq. ft.)	Height to Truss	Distance from Glasgow (miles)
Blantyre		5,050	12′ 0″	10
Carfin		26,500	13′ 0″	12
Chapelhall		15,538*	12′ 0″	12
Donibristle	(1)	9,412*	18′ 0″	43 Plating shop
	(2)	3,420*	9′ 6″	43
	(3)	11,518*	—	43 Office block
Dundee	(1)	129,651	12′ 0″	83
	(2)	39,370	12′ 7″ and 18′ 7″	83
Glasgow-Hillington	(1)	25,508	12′ 0″	4
	(2)	21,280*	12′ 0″ and 18′ 0″	4
	(3)	131,855*	22′ 0″	4 3 Cranes
	(4)	19,030*	27′ 0″	4 Crane
Queenslie	(1)	5,202	12′ 0″	4
	(2)	8,324	12′ 0″	4
Larkhall		6,719	12′ 0″	17
ADVANCE FACTORIES				
(a) On Industrial Estates:				
Kilwinning		14,338	12′ 0″	25
Newhouse		50,730	14′ 0″	14
Port Glasgow		10,684	12′ 0″	17
Vale of Leven		49,980	14′ 0″	16
(b) On Individual Sites:				
Blackwood		21,013	14′ 0″	23
Fraserburgh		7,939	12′ 0″	185
Peterhead		7,500	12′ 0″	174
Sanquhar		16,086*	12′ 0″	48
Stranraer		12,750	12′ 0″	84
West Calder		10,362	12′ 0″	31
Whitburn		50,774	14′ 0″	22

*Available now.

INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now. For details apply to:

England
I.E.M.C. for England
Team Valley
Gateshead-on-Tyne 11

Scotland
I.E.M.C. for Scotland
3 Woodside Place
Glasgow C.3

Wales
I.E.M.C. for Wales
Treforest Industrial Estate
Pontypridd, Glam.

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House,
64 Chichester Street
Belfast

New TV factory for North-east

THE INDUSTRIAL Estates Management Corporation has placed the foundations and structural steelwork contract in respect of the 129,000 sq. ft. factory for Rank-Bush Murphy Ltd., at South Shields, with George Wimpey & Co. Ltd. Negotiations for the purchase of the land are nearing completion and construction will begin immediately following. It is anticipated that the Stage 1 contract will be completed within three months, by which time the contract for the superstructure will have been let. The factory is expected to be ready for occupation early in 1965.

Rank-Bush Murphy Ltd., will use the factory for the production of television sets and will employ initially some 1,200 people. The nine and a half acres site is sufficiently large to allow the factory to be doubled ultimately, at which stage some 2,000 people would be employed.

PO Savings Bank to move to Glasgow

IN ANSWER to a Parliamentary question on March 25, Mr. Reginald Bevins, the Postmaster General made the following statement concerning the removal of the Post Office Savings Bank headquarters to Glasgow. The Postmaster General said: 'Following the Government's general acceptance of the Fleming Report, the decision was taken to move the Post Office Savings Bank to a location out of London. This is an organization which, technically and operationally, it is possible to move a long way from London.

He said that after considering many locations, the Government had decided that the national interest lay in moving the Bank to Glasgow.

Paper group move to North-east

REED CORRUGATED CASES LIMITED a member of the Reed Paper Group Ltd., announce that negotiations have been concluded to occupy the 50,000 sq. ft. Board of Trade advance factory now nearing completion on the Hartlepools Industrial Estate. The factory is to be extended by 15,000 sq. ft. in order to meet the company's production requirements and the Industrial Estates Corporation is aiming to have the extension completed by mid-July.

The firm is expected to begin to move into the factory while the extension is being built and aims to commence production in May. When fully manned employment will be provided for 200 of which 70 per cent will be male. Sufficient land is being reserved to permit the unit to be trebled in size.

Deputation discuss closure of Prestcold factory at Swansea

A DEPUTATION from the Swansea and Neath Area, consisting of Mr. D. J. Williams, MP, Mr. Ifor Davies, MP, Mr. Hugh Rees, MP, and Mr. N. McBride, MP, met Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, and Lord Brecon, Minister of State for Welsh Affairs, on March 25 to discuss the closure of the Prestcold factory at Swansea. Mr. R. W. Daniel, Controller, Board of Trade Office for Wales, was present.

The main purpose of the deputation was to urge Ministers to use all their influence to find a new use for the factory. They stated their deep concern about the present situation, pointed out that the closure would mean the loss of 1,500 jobs, and asked Mr. Heath to consider the possibility of scheduling the area.

Mr. Heath thanked the deputation for putting their case so clearly, and told them that the tenants (Pressed Steel) and the Board of Trade were hopeful, from the interest already shown, that alternative arrangements could be made without too great a delay. He said that he would not close his mind to the possibility of scheduling the area.

Furniture Development Council move to Stevenage

THE Furniture Development Council have moved from 11 Adelphi Terrace, London, into a section of the new FIRA Research Centre at Stevenage New Town, which has been completed for this purpose in advance of the whole building. The address of the new building is Maxwell Road, Stevenage, Herts. (Tel. Stevenage 3841).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 17, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	Dodecachloropentacyclo-3:5 4:9 [5:1:1:1 :0 8:10 :0] decane.	Dechlorane	December 31, 1964	6378
29.03	*p*-Bromonitrobenzene	As in previous column	December 31, 1964	6441
29.03	2 : 2'-Dinitrodiphenyl	As in previous column	December 31, 1964	6442
29.03	1 : 5-Dinitronaphthalene	As in previous column	December 31, 1964	6440
29.14	Lead tetra-acetate	As in previous column	December 31, 1964	6434
29.23	Isatoic anhydride	As in previous column	December 31, 1964	6433
29.27	2 : 6-Dichlorobenzonitrile	As in previous column	December 31, 1964	6423
29.27	*p*-Tolunitrile	As in previous column	December 31, 1964	6443
29.28	Azobenzene	As in previous column	December 31, 1964	6451
29.35	3-Amino-oxazolid-2-one sulphate.	As in previous column	December 31, 1964	6429

NE factory extension

THE INDUSTRIAL Estates Management Corporation for England have announced that they have placed the contract for the construction of a 25,000 sq. ft. extension for Mary Harris Ltd., at Team Valley Estate with George Wimpey & Co. Limited. Construction of the extension has begun and on completion in September jobs will become available for an additional 100 workers.

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Government offer substantial financial and fiscal inducements to businesses to set up new projects, or to expand existing undertakings, in the development districts. These inducements include loans, grants and favourable terms for renting Government-owned factories, and a taxation concession known as 'free depreciation'.

The full range of the inducements is set out in two Government publications. 'Expanding Industry' explains the assistance available under the Local Employment Acts, 1960 and 1963. The leaflet 'Income Tax Allowances for Capital Expenditure on Machinery or Plant' (No. 430 (1963)), explains the scheme for free depreciation.

The Board of Trade have now published a further pamphlet 'What Standard Grants and Free Depreciation can mean to You'. This new pamphlet complements the two existing publications and is designed to help businessmen to understand how the standard grants and free depreciation can work out in practice, and how they combine to make a significant contribution towards meeting the cost of investing in a new project, or expansion, in the deveopment districts.

Copies of these three publications are available free of charge at the Distribution of Industry Division, Board of Trade, 1 Victoria Street, London, S.W.1, and at Board of Trade Regional Offices throughout the country.

NEW BOOKS

Trade through the centuries

THE BOOKS noticed in these columns are normally of a severely practical nature. By way of contrast we have an English translation of Ernst Samhaber's **Merchants Make History** (Harrap, 30s.), first published in Germany in 1960. This sets out to provide a readable narrative, with popular appeal, giving an account of the centuries of development which have led up to the present-day intricate network of world trading relationships. Starting from primitive barter trade, it traces the pattern of development through the first merchant communities of the Mediterranean basin, the world of Greece and Rome, the medieval Italian cities, the cities of the Hanseatic League and the great Central European merchant family of the Fuggers. Later chapters carry the story from the Old World to the New, with the development of trade with the Americas and Africa, and bring the story down to the middle of the 19th century. The last two chapters outline developments in distributive trade during the past hundred years. The emphasis throughout is on picturesque detail and personalities, and there are 150 illustrations. The book is in marked contrast to Jacques Lacour-Gayet's great 6-volume *Histoire du Commerce* (Paris, Ed. Spid, 1950-55) which is intended for the specialist, and provides a systematic survey from the ancient world to the period after the 1939-45 war. Also more concerned with the economic implications of trading relationships is J. B. Condliffe's *The Commerce of Nations* (Allen & Unwin, 1951). Although intended as a discussion of contemporary international economic questions, the bulk of the book comprises a survey of the historical development of trade as a background against which the author considers that present-day problems must be viewed.

The Working Party set up in 1963 to consider the establishment of a Building Research and Information Association has now presented its report to the Minister of Public Building and Works. The report (59 pages), **Building Research and Information Services,** concludes that the industry needs central and regional advisory services and should take a greater share in the financing and direction of research and information. The Working Party also recommend a statutory levy covering research and information activities and the establishment of a Construction Industry Research and Information Commission. Appendices include summary reviews of current building research and development and of existing information services. Copies: HM Stationery Office and Government Bookshops, 3s. 6d. (by post 3s. 10d.).

'Assessment by weighing or measuring is a prime necessity of life in a human society. . . Without it there can be no civilization and no society but the primordial.' With these words John A. O'Keefe and E. Roydhouse open their 273-page annotated legal guide to **The Weights and Measures Act, 1963** (Butterworth and Co. (Publishers) Ltd., 42s. 6d., by post 43s. 9d.) The Act itself, orders made under it and various related acts are all dealt with.

The Ministry of Labour and the Central Office of Information have prepared **The Offices, Shops and Railway Premises Act 1963: a General Guide** (47 pages). The Guide, which has no legal force and is not comprehensive, is addressed to owners and occupiers. It explains which premises are covered by the Act, who is responsible for complying with it, the obligations laid upon them, exemptions and enforcement. Later regulations made under the Act will be explained in supplements to the Guide. The Act comes into force this year. Copies: HM Stationery Office and Government Bookshops, 2s. 6d. (by post 2s. 10d.).

Commercial Vehicles International is a new quarterly publication, the first issue of which is dated March 1964, superseding the twice-yearly export journal *British Commercial Vehicles Overseas*. It includes feature articles designed for technically-minded road transport managers and gives considerable space to descriptions of new vehicles and equipment. The advertisements and articles are linked with a reader service system to enable the reader to obtain further information on the products which interest him. The periodical is primarily produced for distribution overseas on a controlled circulation basis to readers able to buy or influence the buying of vehicles and equipment; but it is also available to others on subscription of 20s. per annum (single copies 5s.) from Harlequin Press (1955) Ltd., Grand Buildings, Trafalgar Square, London, W.C.2.

Selling to Austria, Denmark, Finland, Greece, Norway, Portugal, Spain, Sweden is the title of Volume Two of *Barclays Guide for Exporters*. As in the case of Volume One, this book (91 pages) gives for each country, information on the populations, their standards of living, language, clothing, wages and housing. The prospects for British exporters are discussed and lists of goods which might be exported have been drawn up. Export procedure and regulations are explained and the assistance which exporters can obtain through advertising, trade fairs and by using agents are indicated. Other aspects of the export trade, such as packaging and registration of products have been dealt with. Maps and general statistics are also included. Copies: free from Barclays Bank Ltd., Barclays Group Office, 54 Lombard Street, London, E.C.3.

The Spanish Market: a Study of the Opportunities for British Exports (20 pages) has been published jointly by the Credit Insurance Association Ltd. and the Shipping Division of Hogg Robinson and Capel-Cure Ltd. Its purpose is to analyze the main problems facing the Spanish economy and the way in which it is intended to tackle these under the Spanish development plan. Particular attention is given to transport, agriculture and industrial growth, since these are the fields which the authors suggest provide the main opportunities for British exports. There are sections on what other countries are doing in the fields of investment and long-term credits and also on the shipping and port facilities available to the British exporter. Copies: free from either the Credit Insurance Association Ltd., or the Shipping Division of Hogg Robinson and Capel-Cure Ltd., both at Staple Hall, Stone House Court, Bishopsgate, London, E.C.3.

P.E.P., in the latest issue of *Planning* (No. 478) have published the first comprehensive study in English of the **Parliament of the European Communities.** This 120-page booklet opens with a discussion of the post-war evolution of the international parliamentary assembly, of which there are at present five in Western Europe, and of which the EEC Parliament is the most highly developed. The major part of the book, however, is concerned with an examination of the organization and structure of the institution, and its powers, functions and potentialities. Copies: 10s. 6d. from Political and Economic Planning Despatch Department, 98 Kingston Road, London, S.W.19.

Other publications

BIRMINGHAM ABSTRACT OF STATISTICS, Number 7, 1962. 175 pages. City of Birmingham Central Statistical Office, Scottish Life House, 154-5 Great Charles Street, Birmingham 3. 10s. 6d.

THE FRUIT ANNUAL 1964. 609 pages. British-Continental Trade Press Ltd., 222 Strand, London, W.C.2. 30s.

INNS OF BRITAIN. 64 pages. British Travel and Holidays Association, Queen's House. 65 St. James's Street, London, S.W.1. 1s. 6d. (by post 1s. 9d.).

PRINTING AND ALLIED TRADES DIRECTORY 1964-5. 332 pages. Benn Brothers Ltd., Bouverie House, 154 Fleet Street, London, E.C.4. 50s. (by post 53s.).

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade Statistics and Market Intelligence Library at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.

The library opens from 9 to 5.30, Mondays to Fridays. Tel. City 5757, Ext. 368, or Telex No. 25977.

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Propeller Group of Companies

Questions asked and answered in Parliament

Below is a selection of Parliamentary answers of interest to trade and industry

MONDAY, MARCH 23

Local Employment Act grants and loans

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, was requested to state the total sum asked for by way of grant and loan, respectively, by applicants in the seven Highlands and Islands counties under the Local Employment Act in the last 12 months; and the amount approved in each category. He replied that during the 12 months to February 29 these applicants had asked for £703,065 by way of grants and £614,240 by way of loan. The amounts so far offered or approved in response to these applications were £357,000 by way of grant and £279,500 by way of loan. Applications for grants amounting to about £158,000 and for loans amounting to about £285,000 were at present under investigation.

Asked how much of the assistance was given in respect of extension of premises and for plant, of new enterprises, and of replacements, respectively; and for the estimated net total of resulting new jobs, the Secretary of State replied: 'During the 12 months to February 29 £346,243 was offered to applicants in the Highlands and Islands by way of grant and loan under the Local Employment Acts. This included grants of £9,025 and loans of £329,000 for the extension of premises and additional plant in existing enterprises; and grants of £8,218 for new enterprises. None was for replacements. It is esimated that about 425 new jobs will result from this assistance.'

Reference to the Monopolies Commission

Asked why he had not yet referred to the Monopolies Commission the monopoly in this country of most types of iron and steel tubes, pipes and fittings, in view of the high protective tariffs, the high profits and poor export performance over the last 10 years of the industry; and whether he would do so in the near future, the Secretary of State said that reference to the Monopolies Commission was not necessarily made in every case where the legal conditions for a reference exist. He would bear the suggestion in mind when considering further references to the Commission.

Performing Rights Society

Asked if the Secretary of State was aware of the recent action of the Performing Rights Society in calling for an increase by more than five times in the fees to be paid by industrial premises in respect of music played as a background to work there; and whether, in view of the fact that in many facturies the provision of music during certain hours of the day was regarded as an important contribution to productivity, he would take steps to control the fees charged by the Society, so that productivity was not damaged as a result, and if in view of the fact that the cost of taking a case to the Performing Rights Tribunal was too expensive for any individual manufacturer to contemplate, he would take steps to give assistance to organizations representing manufacturers and workers to contest increased charges before this Tribunal, Mr. David Price, Parliamentary Secretary, Board of Trade, replied: 'Disputes about such tariffs can be determined by the Performing Rights Tribunal, established under the Copyright Act, which has the power to reduce any fees it considers to be unreasonable. I do not see what further steps are needed. It is not necessary to be legally represented before the Tribunal. The fees payable are £2 on a reference and £5 if a hearing is demanded.' The Secretary of State had no power to give financial assistance to parties before the Tribunal.

TUESDAY, MARCH 24

Action on UK exports

The Secretary of State was asked in view of the fact that Great Britain's exports to Europe were falling off, and that there was a need for an intensive drive for exports to the Commonwealth, what action he proposed to take along these lines; and whether he would make a statement. In reply he said: 'Our exports to Western Europe as a whole rose from £1,192 million in 1961 to £1,520 million in 1963; and I have every reason to expect that this upward trend will continue. Exports to the EFTA have recently been rising particularly strongly. Those to the EEC have flattened out in the past few months after their earlier rapid rise; but I am sure that our exporters will find it well worth their while to intensify their efforts in this market.

'The expansion of our exports will depend mainly on the efforts of British industry. The Government provides support in many ways, for example through the services of Trade Commissions and the Commercial Departments of Embassies overseas, through the Export Services Branch of the Board of Trade and through the Export Credits Guarantee Department.

'So far as trade with the Commonwealth is concerned, I would refer the hon. Member to my remarks in the Debate in this House on February 6 last.'

British mining exhibits at Peking

In reply to a questioner who asked whether H.M. Government was supporting the exhibition of British mining and other heavy equipment to be held in Peking in June, the Secretary of State said that this was a field in which the Government saw good export openings in China, and would hope that increased business would result from the exhibition. 'I should emphasize, however, that this does not in any way imply official approval of the body which is sponsoring the exhibition. This body, known as the '48' Group, is closely connected through its consultant and some of its members with the British Council for the Promotion of International Trade, to whose Communist affiliations I drew the attention of the House as recently as December 5. However, since many of the firms who are exhibiting may not be aware of this aspect of the '48' Group, I am on this occasion instructing H.M. Charge d'Affaires to give individual exhibitors the support and help they need.'

Categorization of cotton textiles with Hong Kong

Asked whether agreement had yet been reached with Hong Kong regarding the categorization of cotton textiles, Mr. Edward du Cann, Minister of State, Board of Trade, said that full agreement had now been reached between the British and Hong Kong cotton textile industries on categorization of the 1964 and 1965 quotas. Exports of cotton products from Hong Kong would be classified into 34 separate categories, including three for yarn, 15 for piece-goods and 16 for made-up goods including garments. He welcomed this agreement, which had been concluded with the support of the Governments of both countries.

WEDNESDAY, MARCH 25

Use of printed forms

The Secretary of State was asked how many different types of printed forms were used in his department for internal and external use, respectively; and whether all these forms were included in the list of Standard Books, Forms, etc., for use in the Public Service published by H.M. Stationery Office. In reply Mr. David Price, Parliamentary Secretary, said that so far as he could immediately ascertain, for internal use about 130; for external use not less than 1,300. The majority of the former were included in the list but the latter, which were peculiar to his department, were not.

Efficiency of Board of Trade

Asked what steps he had taken to improve efficiency and reduce manpower by reorganizing his department with the help of the Treasury Organization and Methods Section; what use his department made of outside management consultants; and what such action he was proposing in the near future, the Parliamentary Secretary said that the Board of Trade had had its own Organization and Methods Section since 1945. This section relied upon the Treasury Organization and Methods Section to provide basic training for its officers, availed itself of its advice and information, and at times undertook joint inquiries with it into Board of Trade problems. The Board had not so far found it necessary to use outside management consultants.

Development in North Lanarkshire

The Secretary of State was asked if he would publish figures in the Official Report showing the acreage of land to be developed in the new North Lanarkshire Industrial Estate; when the first factory would be in production; and what was the estimated build-up of jobs in the estate over the next three years. In reply the Parliamentary Secretary said that the area of the new Board of Trade industrial estate at Bellshill would be 112 acres. Factory building had not started, and no estimate of the number of jobs to be provided in the next three years could yet be given.

THURSDAY, MARCH 26

The trade gap

The Secretary of State was asked whether he was aware that, taking the three-month period of December 1963 – February 1964, including the favourable figures for the last-mentioned month, imports had been rising three times as fast as exports, and that the trade gap had been averaging £85 million a month for the first three months in 1964 compared with £36 million a month in the similar period for 1963; and what action he proposed to take to deal with this adverse situation. In reply the Minister of State said that the figures quoted for the trade gap were much greater than the visible trade deficit in the balance of payments, which was estimated at £33 million a month over the past three months. A marked rise in imports was to be expected during a period of rapid economic expansion. The Government's policies were designed to secure that the expansion of the economy went forward on a substantial basis.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles. etc., were published) should for convenience be made to the Board of Trade Library (Sullivan 3400, Ext. 3038) who compile the half-yearly index to the Journal.*

The Register of Restrictive Trading Agreements

Additions and amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between January 1 and March 31, 1964, is given below; the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at March 31, 1964, particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 9) on January 3, 1964.

Agreements referred to the Restrictive Practices Court

The undermentioned list, headed 'Agreements referred to the Restrictive Practices Court', gives details of additional agreements in respect of which Notices of Reference have been issued, thus constituting formal commencement of proceedings before the Restrictive Practices Court, as explained in the introductory paragraph to the lists published in the *Board of Trade Journal* (page 9) on January 3. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m., on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements,
Chancery House, Chancery Lane, London, W.C.2.
9 Wemyss Place, Edinburgh, 3.
Chichester House, 64 Chichester Street, Belfast.

The indexes to the register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
84	Civil engineering construction	—	F	Nov. 1963
348	Bolts, nuts, screws, etc., for aircraft	—	F	Dec. 1963
711	Electrical switchgear	—	D	Dec. 1963
936	Plumbing materials	—	D	May 1963
1294	Tar	S. and S.W. England	D	Dec. 1962
1365	Leatherette papers	—	D	Nov. 1963
1366	Box enamel papers	—	D	Nov. 1963
1543	Marble memorials	—	D	May 1962
1829	Underground mines diesel locomotives	—	D	June 1962
2150	Cigars, cigarettes, snuff and tobacco	—	D	Dec. 1963
2196	Milk	West Riding	D	April 1961
2240	Domestic glassware	—	D	Dec. 1963
2311	Fishing boats	Scotland	F	Dec. 1963
2483	Railcars (other than with electric transmission)	—	D	Dec. 1963
2484	Bogies, locomotives	—	D	Sept. 1960
2682	Pigskins	Scotland	F	Nov. 1963
2755	Bananas	—	D	Dec. 1963
2843	Musical instruments	—	D	Feb. 1964
2845	Liquid milk	Parts Ches. and Lancs.	D	Aug. 1963
2856	Cloth (tickings)	—	F	June 1963
2876	Cider, fruit juice, mineral waters, tomato juice and spirits	Suffolk	F	Jan. 1964
2880	Hairdressing and toilet equipment	Birmingham and district	F	Nov. 1963
2881	Spirits	Melksham	F	Mar. 1962
2900	Enamelled pressed steel baths	—	D	Feb. 1964

Agreements referred to the Restrictive Practices Court

Registered No. of Agreement	Commodity
2865	Basic slag.
2854	Boats.
2792	Boats, marine equipment and chandlery.
2619*	Consumer goods.
1341	Infants', girls' and women's apparel.
2199	Milk.
2584	Surgical footwear.

* An asterisk placed against the number of an Agreement indicates that proceedings have been initiated in Scotland.

Additions and Amendments to the Register

Registered No. of Agreement	Commodity
	B
2755	Bananas, *add D.12/63, C.1/64.*
2868	Beer, Hastings and district.
2891	Beers.
2896	Beers.
2892	Beers, Barnet and district.
2871	Beers, Reading and district.
2861	Beers, Tiverton, Cullompton and district.
2888	Beers and stouts.
2883	Beers and stouts, Chertsey and district.
2484	Bogies, *add D.9/60.*
348	Bolts, nuts, screws, etc., for aircraft, *add F.12/63.*
1366	Box enamel papers, *add D.11/63.*
	C
2876	Cider, Suffolk, F.1/64.
2150	Cigars, *add D.12/63.*
2150	Cigarettes, *add D.12/63.*
84	Civil engineering construction, *add F.11/63.*
2856	Cloth (tickings), F.6/63.
2863	Cruisers.
	D
2895	Diesel power equipments.
2240	Domestic glassware, F.1/60, E.12/64, *add D.12/63.*
	E
711	Electrical switchgear, *add D.12/63.*
2900	Enamelled pressed steel baths, D.2/64.
	F
2839	Felt base.
2311	Fishing boats, Scotland, *add F.12/63.*
2876	Fruit juice, Suffolk, F.1/64.
2891	Fruit juices.
	G
2887	Groceries and provisions.
	H
2880	Hairdressing and toilet equipment, Birmingham and district, F.11/63.
1604	Hops, *delete E.3/64, add E.3/65.*
	I
2858	Intoxicating liquor (spirits), Parts of Herts. and Essex.
2860	Intoxicating spirits, Maidstone and mid Kent.
2859	Insulated electric cables, England and Wales.
	L
1365	Leatherette papers, *add D.11/63.*
2845	Liquid milk, Parts Ches. and Lancs., D.8/63.
2484	Locomotives, *add D.9/60.*
2894	Locomotives (underground).
	M
1543	Marble memorials, *add D.5/62.*
2741	Millable wheat, Scotland.
2196	Milk, West Riding, *add D.4/61.*
2876	Mineral waters, Suffolk, F.1/64.
2891	Mineral waters.
2843	Musical instruments, *add D.2/64.*
	N
97	Newspapers, C.7/61, *add C.1/64.*
2903	Newspapers (Daily).
2902	Newspapers (Northern).
2909	Newspapers (Sunday).
	P
2810	Packing cases, Aberdeen and district.
2682	Pigskins, Scotland, *add F.11/63.*
936	Plumbing materials, *add D.5/63.*
	R
2483	Railcars (other than with electric transmission), *add D.12/63.*
	S
2888	Spirits.
2889	Spirits, soft drinks.
2868	Spirits, Hastings and district.
2875	Spirits, Medway towns and districts.
2881	Spirits, Melksham, F.3/62.
2874	Spirits, North London.
2871	Spirits, Reading and district.
2870	Spirits (whisky and rum), Spelthorne.
2876	Spirits, Suffolk, F.1/64.
2879	Spirits, South London.
2861	Spirits, Tiverton, Cullompton and district.
2150	Snuff, *add D.12/63.*
2904	Switchgear.
	T
1294	Tar, S. and S.W. England, *add D.12/62.*
2815	Thermal insulation.
2150	Tobacco, *add D.12/63.*
2876	Tomato juice, Suffolk, F.1/64.
2751	Two-way balloon catheters, D.6/63, *add C.1/64.*
	U
1829	Underground mines diesel locomotives, *add D.6/62.*
2887	Utensils (hotel and restaurant).
	W
71	Waste paper, *add C.4/63.*
925	Waste paper, *add C.4/63.*
2887	Wines and spirits.
2896	Wines and spirits.

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,038	15,212	15,212	9,095	3,486	922	699	591	1,205				
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	125	121	112	101	127	119	126	140	124	+113	+ 33	+22	+40
1963		119*				103		106*	131*				+ 97*	+21*	+27
1962															
2nd quarter	113	115	124	122	112	100	128	123	129	141	124	+ 49	+ 32	— 2	— 8
3rd quarter	112	116	126	122	112	101	128	116	130	146	123	+ 57	+ 15	+23	+10
4th quarter	112	115	128	123	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	111	112	128	123	113	101	114	104	124	96	120	— 20	+ 56	—16	— 3
2nd quarter	115	117	131	126	115	102	128	109	129	147	127	+ 42	— 9	+22	— 3
3rd quarter	115	121	136	129	118	105	133	106	130	159	134	— 32	— 33	—19	— 8
4th quarter		124*				105		105*	142*				+ 83*	+34*	+41
1963															
August	..	121	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	121	..	..	..	105	..	..	..	..	..	..	..	..	..
October	..	123	..	..	..	104	..	..	..	..	..	..	..	..	..
November	..	124*	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	125*	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..	126*	..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	103·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135*	118*	121·7	+2·0	104·5*	122·0*	141·3	502	+ 83	..	144	— 5	..	129	128	
1962																
2nd quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 43
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 70
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 23
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 15
4th quarter	135*	118*	122·1	+2·1	106·1*	122·6*	143·3	450	+ 22	+50	157	Nil	—34	135	132	
1964																
1st quarter								445*	— 5*	+42	182*	+25*	— 5			
1963																
August	127	100	121·0	+1·3	104·1	122·0	141·5	430	+ 6	+10	153	— 7	— 9	127	133	.
September	130	100	121·4	+1·8	104·1	122·2	141·7	430	Nil	+11	158	+ 5	— 7	135	131	.
October	132*	111*	121·8	+2·3	104·9	122·3	141·7	448	+ 18	+27	160	+ 2	—12	130	129	..
November	133*	120*	122·2	+2·2	106·5	122·5	143·0	456	+ 8	+19	157	— 3	—16	135	129	..
December	135*	118*	122·4	+1·8	106·8*	123·0*	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January	138*	119*	123·0	+1·9	107·8*	123·4*	145·4	471	+ 14	+41	166	+11	— 1	146	123	.
February			123·1	+1·2	108·6*	123·5*	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	.
March								413*	— 38*	—19	202*	+24*	+10			

† NOT seasonally adjusted. * Provisional.

International passenger traffic in first nine months of 1963

OVER FOURTEEN million passengers travelled to and from the United Kingdom in the first nine months of 1963, the highest figure ever recorded for the first nine months of the year. The figure for the first three quarters of 1963 was 9 per cent more than that for the first three quarters of 1962, which, in turn, was 6 per cent higher than that for the same period of 1961.

The increase in sea travel during the first three quarters of 1963 was 7 per cent compared with 3 per cent in the same period of 1962. Air travel rose by 11 per cent (10 per cent in 1962).

Continental routes

Passenger traffic on the Continental routes during the first nine months of 1963 was 11 per cent higher than in the same period of 1962, which was 7 per cent more than in the similar period of 1961.

Sea traffic on these routes rose by 11 per cent, the largest increases being in the numbers of passengers travelling to and from Belgium (16 per cent) and France (13 per cent). Forty-seven per cent of the total number of passengers were carried in British vessels.

The number of air passengers travelling on the Continental routes during the first three quarters of 1963 was 11 per cent higher than in the corresponding period of 1962. The largest increases in air travel were between the United Kingdom and Portugal (44 per cent), Spain (29 per cent) and Italy (22 per cent).

Non-European routes

Passenger traffic on the non-European routes from January to September 1963 was 6 per cent higher than in the corresponding period of 1962, which, in turn, was 9 per cent more than in the similar period of 1961.

The number of sea passengers continued to decline, but the fall of 3 per cent was more than offset by a rise of 10 per cent in the number of air passengers.

The number of immigrants travelling by sea from the British West Indies was nearly half that recorded during the first three quarters of 1962. Emigration to both Australia and Canada increased by 30 per cent.

Air traffic to and from Canada and the United States increased by 17 per cent and 12 per cent respectively over the figures recorded for the similar period of 1962.

Irish Republic

Passenger movement to and from the Irish Republic for the first nine months of 1963 was 3 per cent higher than for the corresponding months of 1962.

Sea figures continued to decline, and were 3 per cent lower than in the first three quarters of 1962. Air travel was 12 per cent higher than in the same period of the previous year.

Table 1. Summary of United Kingdom passenger movement

(Excluding movement by land across the frontier between the Irish Republic and Northern Ireland, passengers travelling between the Channel Islands and Great Britain, passengers carried in aircraft chartered by British Government Departments and, as far as possible, passengers travelling by sea on pleasure cruises and day trips, and H.M. and other armed forces travelling in the course of their duties.)

Thousands of passengers

		Total		European Continent and Mediterranean Sea Area		Non-Europe		Irish Republic	
		To UK	From UK	To UK	From UK	To UK	From UK	To UK	From UK
Total:									
Jan.-Sept.	1963	7,034	7,015	5,235	5,234	789	795	1,011	985
	1962	6,495	6,378	4,740	4,703	766	723	989	952
	1961	6,148	5,984	4,419	4,365	716	651	1,013	968
By Sea:									
Jan.-Sept.	1963	3,467	3,466	2,662	2,666	208	224	597	576
	1962	3,251	3,199	2,407	2,393	225	221	619	585
	1961	3,196	3,093	2,301	2,261	236	217	660	616
By Air:									
Jan.-Sept.	1963	3,567	3,549	2,573	2,568	581	570	414	411
	1962	3,244	3,179	2,333	2,310	542	502	370	367
	1961	2,952	2,891	2,118	2,105	480	434	354	352

Table 2. Passenger movement by sea between the United Kingdom and the Continent of Europe and Mediterranean Sea area

Thousands of passengers

Countries in which passengers landed or embarked	January-September	To United Kingdom	From United Kingdom
Total, All countries	1963	2,662	2,666
	1962	2,407	2,393
	1961	2,301	2,261
Belgium	1963	728	730
	1962	628	632
	1961	577	585
Denmark	1963	41	37
	1962	40	36
	1961	39	35
France	1963	1,564	1,547
	1962	1,396	1,361
	1961	1,328	1,273
Netherlands	1963	235	260
	1962	245	266
	1961	257	270
Norway	1963	54	55
	1962	59	61
	1961	59	60
Sweden	1963	19	18
	1962	20	17
	1961	21	19
Others	1963	20	19
	1962	18	20
	1961	20	20

Table 3. Passenger movement by sea between the United Kingdom and the Continent of Europe and Mediterranean Sea area

FLAGS OF CARRYING VESSELS

Thousands of passengers

	January-September	To United Kingdom	From United Kingdom
Total, All flags	1963	2,662	2,666
	1962	2,407	2,393
	1961	2,301	2,261
British	1963	1,230	1,263
	1962	1,107	1,182
	1961	1,045	1,050
Foreign	1963	1,432	1,403
	1962	1,300	1,211
	1961	1,256	1,210
Belgian	1963	724	726
	1962	622	626
	1961	573	581
Danish	1963	39	35
	1962	39	35
	1961	37	34
Dutch	1963	93	105
	1962	101	112
	1961	98	107
French	1963	489	451
	1962	445	345
	1961	454	398
Norwegian	1963	54	55
	1962	59	61
	1961	59	59
Swedish	1963	19	17
	1962	19	17
	1961	20	18
Other foreign	1963	13	14
	1962	14	14
	1961	13	14

Table 4. Passenger movement by air between the United Kingdom and the Continent of Europe and Mediterranean Sea area

EXCLUDING PASSENGERS CARRIED IN AIRCRAFT CHARTERED BY BRITISH GOVERNMENT DEPARTMENTS

Thousands of passengers

Countries in which passengers landed or embarked	January-September	To United Kingdom	From United Kingdom
Total, All countries	1963	2,573	2,568
	1962	2,333	2,310
	1961	2,118	2,105
Commonwealth countries (a)	1963	61	63
	1962	52	54
	1961	45	48
Foreign countries	1963	2,512	2,505
	1962	2,280	2,256
	1961	2,073	2,057
Austria	1963	28	28
	1962	23	23
	1961	23	23
Belgium	1963	273	275
	1962	279	282
	1961	214	216
Denmark	1963	63	65
	1962	60	60
	1961	54	53
France	1963	746	742
	1962	710	703
	1961	692	687
Germany	1963	217	216
	1962	194	191
	1961	180	180
Italy	1963	244	247
	1962	201	200
	1961	179	180
Middle East countries (b)	1963	55	50
	1962	50	40
	1961	42	37
Netherlands	1963	227	229
	1962	211	213
	1961	200	201
Norway	1963	36	36
	1962	31	30
	1961	32	32
Portugal	1963	27	27
	1962	19	18
	1961	20	19
Spain	1963	260	269
	1962	200	209
	1961	150	158
Sweden	1963	28	27
	1962	24	21
	1961	21	20
Switzerland	1963	212	199
	1962	201	190
	1961	192	179
Other	1963	97	96
	1962	78	75
	1961	75	71

(a) Malta, Gibraltar and Cyprus.
(b) United Arab Republic, Lebanon, Israel, Jordan, Sudan, Iraq, Iran and Persian Gulf States.

Table 5. Passengers travelling direct by sea between the United Kingdom and countries outside Europe and the Mediterranean Sea

ANALYSIS BY NATIONALITY

Thousands of passengers

		Total		Aliens		Commonwealth Citizens	
		To UK	From UK	To UK	From UK	To UK	From UK
January-September	1963	208·0	224·3	70·5	56·1	137·5	168·2
	1962	224·6	221·0	66·3	57·4	158·2	163·6
	1961	235·8	216·6	59·1	50·2	176·7	166·4

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2656). Telegrams and cables should be addressed 'Boneblack, London.'*

Table 6. Commonwealth Citizens travelling direct by sea between the United Kingdom and countries outside Europe and the Mediterranean Sea

ANALYSIS OF TRAVELLERS

Thousands of passengers

		Total		United Kingdom Residents		Overseas Visitors		Migrants		Irish Republican Citizens in Transit	
		To UK	From UK	To UK	From UK	To UK	From UK	To UK	From UK	To UK	From UK
Jan.-Sept.	1963	137·5	168·2	39·9	36·1	61·0	50·8	35·9	80·6	0·7	0·7
	1962	158·2	163·6	35·8	34·9	69·7	60·0	52·3	67·9	0·4	0·8
	1961	176·7	166·4	34·3	32·7	77·9	63·6	64·0	69·4	0·4	0·7

Table 7. Overseas visitors and migrants travelling direct by sea between the United Kingdom and countries outside Europe and the Mediterranean Sea

COMMONWEALTH CITIZENS

Thousands of passengers

Countries of last or intended future permanent residence (a)		To United Kingdom			From United Kingdom		
	Jan.-Sept.	Overseas visitors	Immigrants	Total	Overseas visitors	Emigrants	Total
Total, All countries	1963	61·0	35·9	96·9	50·8	80·6	131·4
	1962	69·7	52·3	122·0	60·0	67·9	127·9
	1961	77·9	64·0	141·9	63·6	69·4	133·0
Commonwealth countries	1963	52·2	30·5	82·7	43·9	68·1	112·0
	1962	57·0	44·9	101·9	50·1	58·7	108·8
	1961	60·4	54·0	114·4	49·6	60·2	109·8
Australia	1963	13·1	7·6	20·7	10·4	34·6	44·9
	1962	13·2	7·5	20·6	12·4	26·7	39·0
	1961	14·8	8·4	23·2	11·2	32·1	43·3
British West Indies and Bermuda	1963	3·1	3·6	6·7	2·4	5·1	7·5
	1962	3·2	10·1	13·3	2·3	4·0	6·2
	1961	3·2	14·8	18·0	2·4	2·4	4·8
Canada	1963	16·3	4·0	20·3	15·3	11·4	26·8
	1962	18·0	5·5	23·5	17·2	8·8	26·0
	1961	18·7	7·9	26·6	17·4	7·7	25·1
East Africa	1963	2·1	1·9	4·0	1·6	0·7	2·3
	1962	2·5	3·0	5·5	1·7	1·0	2·7
	1961	2·7	1·5	4·1	2·1	0·8	2·9
Federation of Rhodesia and Nyasaland	1963	3·1	1·5	4·6	3·7	0·9	4·7
	1962	3·2	1·7	4·9	4·0	1·2	5·2
	1961	3·7	2·2	5·9	3·6	1·0	4·7
India, Pakistan and Ceylon	1963	2·5	3·4	5·9	2·3	2·3	4·6
	1962	3·3	5·2	8·4	2·5	2·3	4·8
	1961	3·8	6·2	10·1	2·9	2·4	5·4
Malaya and Singapore	1963	1·2	1·7	2·8	0·8	1·2	2·0
	1962	1·3	2·7	4·0	0·8	1·6	2·4
	1961	1·5	3·1	4·6	0·9	2·7	3·6
New Zealand	1963	4·8	2·7	7·4	3·2	7·6	10·8
	1962	5·9	2·6	8·5	4·1	8·0	12·2
	1961	5·6	2·9	8·5	3·6	6·6	10·2
West Africa	1963	3·4	2·3	5·7	2·5	3·2	5·7
	1962	3·6	3·3	6·9	3·2	3·0	6·2
	1961	3·7	3·4	7·1	3·8	2·8	6·6
Other Commonwealth countries	1963	2·6	1·9	4·5	1·6	1·1	2·8
	1962	2·8	3·4	6·2	1·9	2·1	3·9
	1961	2·7	3·5	6·2	1·7	1·5	3·2
Foreign countries	1963	8·4	5·2	13·6	6·8	11·0	17·9
	1962	12·7	7·3	20·0	9·9	9·2	19·1
	1961	16·9	9·7	26·6	12·7	7·9	20·6
Central and South America	1963	1·3	0·5	1·7	1·0	0·5	1·5
	1962	1·5	0·5	2·0	1·2	0·6	1·7
	1961	1·8	0·6	2·4	1·2	0·5	1·7
South Africa (b)	1963	1·9	1·5	3·3	1·9	3·9	5·8
	1962	5·4	3·0	8·4	3·7	2·3	6·0
	1961	9·2	5·1	14·3	6·9	1·6	8·4
United States	1963	4·4	2·9	7·3	3·5	6·2	9·7
	1962	4·7	3·4	8·1	4·3	6·0	10·2
	1961	5·0	3·4	8·4	4·0	5·4	9·4
Other foreign countries	1963	0·9	0·4	1·3	0·5	0·4	0·9
	1962	1·0	0·4	1·4	0·7	0·4	1·1
	1961	1·0	0·6	1·6	0·7	0·4	1·0
Country not stated	1963	0·4	0·2	0·6	0·1	1·5	1·5
	1962	0·1	—	0·1	—	—	0·1
	1961	0·6	0·3	0·9	1·3	1·3	2·7

(a) Residence for more than a year is treated as 'Permanent Residence' for the purpose of this classification.
(b) South Africa seceded from the Commonwealth on June 1, 1962. Most South Africans became aliens and are therefore excluded from the table from this date. To simplify presentation, South Africa is shown under Foreign Countries for all three periods covered by the table.

Table 8. Passenger movement by sea between the United Kingdom and countries outside Europe and the Mediterranean Sea

ANALYSIS BY COUNTRY OF ARRIVAL AND DEPARTURE

Thousands of passengers

Countries in which passengers landed or embarked	January-September	To United Kingdom	From United Kingdom
Total, All countries	1963	208·0	224·3
	1962	224·6	221·0
	1961	235·8	216·6
Commonwealth countries	1963	96·8	125·2
	1962	113·3	120·3
	1961	127·1	123·7
Australia	1963	24·2	47·7
	1962	24·3	41·8
	1961	27·2	45·4
British West Indies and Bermuda	1963	8·2	8·9
	1962	15·8	7·5
	1961	19·9	5·8
Canada	1963	32·6	39·3
	1962	34·1	37·9
	1961	39·4	38·5
East Africa	1963	3·3	2·5
	1962	4·5	3·0
	1961	4·1	3·6
India, Pakistan and Ceylon	1963	6·6	5·2
	1962	9·4	5·3
	1961	11·2	6·0
Malaya and Singapore	1963	3·5	2·6
	1962	4·7	3·0
	1961	5·3	4·3
New Zealand	1963	8·7	10·7
	1962	8·8	11·9
	1961	8·2	10·2
West Africa	1963	6·0	6·1
	1962	8·0	6·8
	1961	7·5	7·1
Other Commonwealth countries	1963	3·6	2·3
	1962	3·7	3·2
	1961	4·4	2·8
Foreign countries	1963	111·1	99·0
	1962	110·9	100·6
	1961	108·5	92·8
Central and South America	1963	3·3	3·4
	1962	3·3	3·7
	1961	3·9	3·7
South Africa (a)	1963	22·3	21·7
	1962	21·8	19·6
	1961	24·7	17·8
United States	1963	74·6	63·9
	1962	75·9	68·8
	1961	70·1	62·9
Other foreign countries	1963	10·9	10·0
	1962	9·8	8·6
	1961	9·9	8·4
Country not stated	1963	0·1	0·1
	1962	0·3	0·1
	1961	0·1	—

(a) Although South Africa seceded from the Commonwealth only from June 1, 1962, to simplify presentation it is shown under Foreign Countries for all three periods covered by the table.

Table 9. Passenger movement by air between the United Kingdom and countries outside Europe and the Mediterranean Sea

EXCLUDING PASSENGERS CARRIED IN AIRCRAFT CHARTERED BY BRITISH GOVERNMENT DEPARTMENTS

Thousands of Passengers

Countries in which passengers landed or embarked	January to September	To United Kingdom	From United Kingdom
Total, All countries	1963	580·7	570·2
	1962	541·6	502·3
	1961	480·2	434·4
Commonwealth countries	1963	248·9	244·7
	1962	247·2	212·8
	1961	227·0	187·2
Australia	1963	5·1	13·1
	1962	4·7	6·3
	1961	4·0	5·2
British West Indies and Bermuda	1963	19·8	14·3
	1962	35·8	15·0
	1961	34·8	11·4
Canada	1963	109·2	121·9
	1962	94·6	103·3
	1961	82·2	88·1
East Africa	1963	24·3	22·0
	1962	26·1	21·9
	1961	26·3	17·7
Federation of Rhodesia and Nyasaland	1963	12·3	11·4
	1962	11·7	10·7
	1961	11·1	9·2
India, Pakistan and Ceylon	1963	33·5	19·5
	1962	33·1	18·4
	1961	28·8	16·9
Malaya and Singapore	1963	7·8	8·4
	1962	7·1	7·2
	1961	7·4	7·8
West Africa	1963	25·6	23·4
	1962	26·0	23·0
	1961	24·7	24·5
Other Commonwealth countries	1963	11·3	10·7
	1962	8·1	7·0
	1961	7·7	6·4
Foreign countries	1963	331·9	325·5
	1962	294·4	289·5
	1961	253·1	247·2
Central and South America	1963	5·7	4·5
	1962	5·6	4·5
	1961	6·3	4·8
South Africa (a)	1963	9·8	12·5
	1962	9·0	9·5
	1961	8·5	8·4
United States	1963	302·9	297·0
	1962	268·6	266·0
	1961	230·7	227·3
Other foreign countries	1963	13·4	11·5
	1962	11·2	9·5
	1961	7·6	6·8

(a) Although South Africa seceded from the Commonwealth only from June 1, 1962, to simplify presentation it is shown under Foreign Countries for all three periods covered by the table.

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Table 10. Sea passenger movement by ports

Thousands of passengers

	Total			To United Kingdom			From United Kingdom		
	January to September			January to September			January to September		
	1963	1962	1961	1963	1962	1961	1963	1962	1961
Between the United Kingdom and the European Continent:									
All ports	5,328	4,801	4,561	2,662	2,407	2,301	2,666	2,393	2,261
Dover	3,198	2,765	2,531	1,596	1,390	1,263	1,602	1,375	1,268
Folkestone	879	844	775	451	433	415	428	411	360
Harwich	529	546	561	254	263	276	276	283	285
Hull	21	21	21	10	10	11	10	10	10
London	71	72	72	38	38	37	33	34	35
Newhaven	360	280	331	178	138	166	182	142	165
Southampton	135	130	130	67	64	63	68	66	67
Tyne ports	119	130	129	60	65	65	60	65	65
Other ports	15	12	12	9	6	6	6	66	6
Between the United Kingdom and Non European countries:									
All ports	432	446	452	208	225	236	224	221	217
Bristol	1	2	2	1	1	1	—	1	1
Glasgow	1	1	1	—	—	—	1	1	1
Liverpool	68	68	70	31	32	34	37	37	36
London	73	75	94	35	37	46	38	38	48
Plymouth	2	4	8	2	3	7	—	1	—
Southampton	271	279	262	132	143	139	140	136	124
Other ports	16	16	16	8	8	9	8	7	7
Between the United Kingdom and the Irish Republic:									
All ports	1,173	1,204	1,275	597	619	660	576	585	616
Fishguard	223	224	240	112	114	123	111	111	117
Glasgow	47	50	53	23	26	28	23	24	26
Holyhead	667	687	727	341	356	380	325	331	348
Liverpool	224	231	245	114	118	125	110	113	121
Other ports	13	12	10	6	6	5	7	6	5

Retail sales in N. Ireland in January

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in January was 8 per cent higher than a year earlier, compared with increases of 4 per cent for the fourth quarter of 1963 and 4 per cent for last year as a whole.

Food shops and clothing and footwear shops showed increases of 5 per cent and 8 per cent respectively on a year earlier, while household goods shops showed an increase of 21 per cent compared with the year earlier figure.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1962 Year	103	+3	105	+5	100	Nil	104	+4	101	+1
1963 Year	107	+4	110	+4	106	+6	107	+2	102	+2
1963 First quarter	97	+4	106	+4	88	+6	96	+1	86	+1
Second quarter	105	+3	110	+5	105	+3	102	—2	98	+2
Third quarter	104	+4	107	+3	100	+8	108	+8	102	+3
Fourth quarter	121	+4	116	+5	132	+5	121	+4	123	+1
1963 July	101	+4	104	+4	92	+4	102	+6	104	+5
August	105	+3	108	+2	103	+8	105	—2	103	+1
September	106	+7	109	+5	104	+12	116	+20	99	+2
October	109	+5	111	+5	112	+5	117	+5	100	+2
November	117	+3	115	+4	131	+2	126	+3	108	+2
December	138	+4	123	+4	152	+9	120	+4	160	Nil
1964 January	102	+8	110	+5	91	+8	107	+21	94	+10

Table 11. Passenger movement by sea between the United Kingdom and countries outside Europe and the Mediterranean Sea

FLAGS OF CARRYING VESSELS

Thousands of passengers

Nationality of passengers	Jan. to Sept.	Flag									
		Total	United Kingdom	Rest of Sterling Area	Dutch	French	German	Norwegian	Panamanian	United States	Other foreign
Total, All passengers:											
To United Kingdom	1963	208·0	147·1	0·3	13·9	10·3	3·5	0·8	5·1	10·1	16·8
	1962	224·6	155·1	0·3	15·9	11·7	3·0	0·8	5·4	11·2	21·2
	1961	235·8	165·9	0·3	16·1	6·5	4·2	1·0	6·2	10·9	24·7
From United Kingdom	1963	224·3	157·9	0·2	12·3	8·8	3·0	1·4	8·2	10·0	22·7
	1962	221·0	160·2	0·2	12·2	9·6	2·4	1·2	6·7	12·8	15·6
	1961	216·6	163·9	0·2	13·1	5·6	2·8	1·3	8·2	10·5	11·0
Commonwealth Citizens:											
To United Kingdom	1963	137·5	106·7	0·2	5·5	2·8	1·4	0·5	4·5	1·9	14·0
	1962	158·2	119·6	0·3	7·9	3·3	1·4	0·5	4·9	2·1	18·2
	1961	176·7	132·7	0·3	7·9	2·6	1·8	0·6	5·6	2·5	22·8
From United Kingdom	1963	168·2	125·4	0·2	6·3	2·8	1·4	1·0	7·8	2·0	21·3
	1962	163·6	128·8	0·2	6·3	3·2	1·1	0·9	6·3	2·3	14·5
	1961	166·4	134·2	0·2	7·1	2·5	1·3	0·9	7·8	2·4	10·0
Aliens:											
To United Kingdom	1963	70·5	40·5	—	8·4	7·5	2·1	0·2	0·6	8·2	2·9
	1962	66·3	35·5	—	8·1	8·3	1·6	0·3	0·6	9·1	2·9
	1961	59·1	33·3	—	8·3	3·9	2·4	0·4	0·7	8·4	1·9
From United Kingdom	1963	56·1	32·5	—	6·0	6·0	1·6	0·3	0·3	7·9	1·4
	1962	57·4	31·4	—	5·9	6·4	1·3	0·3	0·4	10·5	1·1
	1961	50·2	29·7	—	6·1	3·1	1·5	0·3	0·4	8·1	1·0

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).

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Private pension funds growing at 8 per cent a year

IN THE FOURTH quarter of 1963, the self-administered pension funds which contribute to the Board of Trade's statistical inquiries added £53·6 million to their assets. This is a markedly higher level of net investment than was apparent in the first three quarters of the year (around £40 million a quarter) and brought total net investment in 1963 to £172 million. The funds which contribute to the inquiry had assets of rather under £2,100 million at the end of 1962, and thus they are growing at a rate of about 8 per cent a year; they are estimated to hold rather over 80 per cent of the assets of all self-administered private pension funds.

A number of factors account for the variability in net investment from quarter to quarter. The most important of these is the timing of receipts of contributions to the funds: the employer's contribution, particularly in the case of non-contributory funds, may be received at the end of the company's accounting year; in other cases, the employer may advance both his own and the employees' contributions at the beginning of the fund's accounting year. Other factors causing variability in quarterly figures of net investment are the timing of receipts of dividends and interest on investments and the incidence of withdrawals from membership of funds, for example, through transfer to other employment or through the liquidation of a subsidiary company.

The additional funds of £53·6 million were invested almost entirely in company securities, with debenture and loan stocks (net investment of £17·9 million) showing a particularly sharp increase over earlier quarters (around £10 million). During the year as a whole, nearly 90 per cent of total net investment was in company securities. Holdings of Government securities fell by £9·0 million, making a total disinvestment during the year of £18 million. Local authority securities, on the other hand, have each quarter attracted some new money from the funds, amounting to £13 million over the year.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and of non-profit making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always exactly equal to the sum of their components because of rounding; similarly, the figures of net investment are not always exactly equal to the difference between the rounded figures of the value of assets acquired and assets realized. For a fuller description of the statistics, see *Board of Trade Journal*, July 26, 1963.

Transactions in assets of private pension funds

£ million

Assets	1st quarter, 1963			2nd quarter, 1963			3rd quarter, 1963			4th quarter, 1963		
	Assets acquired	Assets realized	Net investment	Assets acquired	Assets realized	Net investment	Assets acquired	Assets realized	Net investment	Assets acquired	Assets realized	Net investment
Public sector securities:												
British Government and Government guaranteed securities:												
Period to maturity:												
Up to 5 years	2·3	3·1	— 0·8	0·5	2·8	— 2·3	1·0	1·9	— 0·9	3·0	1·3	+ 1·7
Over 5 and up to 10 years	2·4	2·7	— 0·2	3·5	3·8	— 0·4	1·7	8·7	— 7·1	2·8	5·9	— 3·2
Over 10 and up to 15 years	1·2	1·4	— 0·2	4·4	4·4	— 0·1	8·5	5·9	+ 2·6	6·7	4·6	+ 2·2
Over 15 years	20·0	21·3	— 1·3	18·1	20·4	— 2·3	13·3	9·1	+ 4·2	7·0	16·2	— 9·2
Undated	1·1	1·5	— 0·4	0·7	0·2	+ 0·6	0·4	0·8	— 0·4	1·5	2·0	— 0·5
Local authorities, etc., securities:												
Period to maturity:												
Up to 10 years	0·3	0·9	— 0·6	0·4	0·8	— 0·4	1·3	2·2	— 0·9	1·1	0·9	+ 0·1
Over 10 and up to 15 years	2·1	1·2	+ 0·9	0·5	1·2	— 0·7	2·7	1·3	+ 1·5	3·3	1·6	+ 1·7
Over 15 years and undated	1·3	1·0	+ 0·3	4·2	0·8	+ 3·3	7·9	2·0	+ 5·9	4·2	2·4	+ 1·9
Total of public sector securities	30·7	33·1	— 2·4	32·3	34·5	— 2·2	36·8	31·8	+ 5·0	29·6	35·0	— 5·4
Other assets:												
Company securities:												
Ordinary shares	31·1	9·3	+21·8	31·9	6·9	+25·0	33·8	7·2	+26·6	39·2	9·7	+29·5
Preference shares	0·9	0·4	+ 0·6	1·4	0·7	+ 0·6	1·3	2·0	— 0·7	1·4	0·8	+ 0·6
Debentures, etc.	13·9	2·1	+11·7	11·1	2·7	+ 8·4	13·5	4·1	+ 9·4	22·3	4·4	+17·9
Mortgages and loans	1·7	0·8	+ 0·9	0·9	1·2	— 0·3	1·8	1·4	+ 0·4	2·5	1·3	+ 1·1
Overseas Government, etc., securities	1·0	1·4	— 0·4	1·1	1·4	— 0·3	0·8	1·7	— 0·8	4·8	3·1	+ 1·6
Other investments	6·2	0·6	+ 5·6	5·0	0·3	+ 4·8	5·7	0·3	+ 5·3	6·1	0·7	+ 5·4
Total of other assets	54·8	14·6	+40·2	51·3	13·1	+38·2	56·9	16·7	+40·1	76·2	20·0	+56·2
Total transactions	85·5	47·7	+37·8	83·6	47·7	+36·0	93·7	48·6	+45·1	105·8	55·0	+50·8
	BALANCES			BALANCES			BALANCES			BALANCES		
	Dec. 31, 1962	Mar. 31, 1963		Mar. 31, 1963	June 30, 1963		June 30, 1963	Sept. 30, 1963		Sept. 30, 1963	Dec. 31, 1963	
Cash and other short-term assets:												
Cash in hand and with United Kingdom banks	24·0	15·7	— 8·3	16·1	23·2	+ 7·0	23·8	20·8	— 3·0	21·4	27·9	+ 6·6
United Kingdom local authority bills and temporary money	6·7	12·3	+ 5·6	12·6	10·2	— 2·4	11·0	11·2	+ 0·2	10·9	9·4	— 1·5
Other short term assets	6·8	12·7	+ 5·9	12·8	12·9	—	13·3	11·2	— 2·1	11·0	10·5	— 0·5
Less other short term liabilities	5·9	9·7	— 3·8	9·8	9·9	— 0·2	12·0	11·4	+ 0·6	11·2	12·9	— 1·7
Total net cash and other short-term assets:	31·6	31·0	— 0·6	31·8	36·3	+ 4·5	36·1	31·8	— 4·3	32·1	34·9	+ 2·8
Total net investment			+37·3			+40·4			+40·8			+53·6
Number of funds contributing to inquiry		249			259			266			262	
Assets at end-1962 of funds contributing to inquiry £ million		2,032			2,048			2,094			2,065	

— = nil or less than half the final digit shown.

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Analysis of man-made fibre production in 1963

THERE WAS further rapid growth in production of man-made fibre in the United Kingdom in 1963. Output by weight of synthetic man-made fibres (continuous filament and staple taken together) was 27 per cent more than in 1962 and output of 'other', i.e. non-synthetic man-made fibres, 10 per cent more. The comparative increases for 1962 over 1961 were 25 per cent and 5 per cent respectively.

Total output, synthetics and non-synthetics, by weight in 1963 was 15 per cent more than in the previous year. However, the synthetics, in which growth was faster, are, in general, more expensive than non-synthetics and the increase in the industry's total output by value was probably even sharper than the increase in total weight.

The increase over 1962 in production by weight of synthetic staple fibre, at 32 per cent, was particularly marked. The increase in output of synthetic continuous filament was 24 per cent. Within the total for output of non-synthetics (rayon, etc.), production by weight of continuous filament was 7 per cent more than in 1962 and production of staple fibre 12 per cent more.

The tables below give detailed figures for output in 1963 with comparative figures for a number of earlier years. The figures for 1955 and 1959 are unofficial estimates published by the American 'Textile Organon' and may not be strictly comparable with the figures for later years.

Man-made Fibre Production

(Million lb. 'delivered weight' basis)

Year	Continuous filament		Staple fibre		Total	
	Synthetic (nylon, etc.)	Other (rayon, etc.)	Synthetic (nylon, etc.)	Other (rayon. etc.)	Synthetic (nylon, etc.)	Other (rayon, etc.)
1955 (a)	30·0	202·6	10·5	228·8	40·5	431·4
1959 (a)	58·2	177·4	29·7	249·4	87·9	426·8
1960	82·1	186·5	52·3	271·2	134·4	457·7
1961	87·5	174·5	58·4	247·3	145·9	421·8
1962	114·0	176·8	68·8	267·5	182·9	444·3
1963	141·7	188·5	90·6	298·3	232·3	486·8

Analysis – Continuous filament

	1955 (a)	1959 (a)	1960	1961	1962	1963
Viscose (b)	202·6	177·4	141·6	121·0	123·3	128·2
Acetate and triacetate			44·9	53·5	53·5	60·3
Synthetics	30·0	58·2	82·1	87·5	114·0	141·7
Total continuous filament	232·6	235·6	268·6	262·0	290·8	330·3

Analysis – Staple fibre

	1955 (a)	1959 (a)	1960	1961	1962	1963
Viscose	228·8	249·4	256·6	229·4	243·5	279·9
Acetate and triacetate			14·6	17·9	24·0	18·4
Synthetics	10·5	29·7	52·3	58·4	68·8	90·6
Total staple fibre	239·3	279·1	323·5	305·7	336·3	388·9

(a) *Textile Organon* estimates.
(b) The viscose figures include a very small amount of non-synthetics not separately specified.

Production of man-made fibres

PRODUCTION of man-made fibres in February was 21 per cent more more than in February 1963. There was, of course, a day less in February 1963. Within the total for February this year output of continuous filament was 28 per cent more than last year and output of staple fibre 16 per cent more.

(Million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	65·5	76·4	141·8
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1962 3rd quarter	71·0	79·1	150·1
4th quarter	78·7	94·7	173·3
1963 3rd quarter	80·5	90·9	171·4
4th quarter	90·5	107·2	197·7
1963 January	26·0	31·8	57·7
February	23·7	30·1	53·8
1964 January	32·5	37·2	69·7
February	30·3	34·9	65·2

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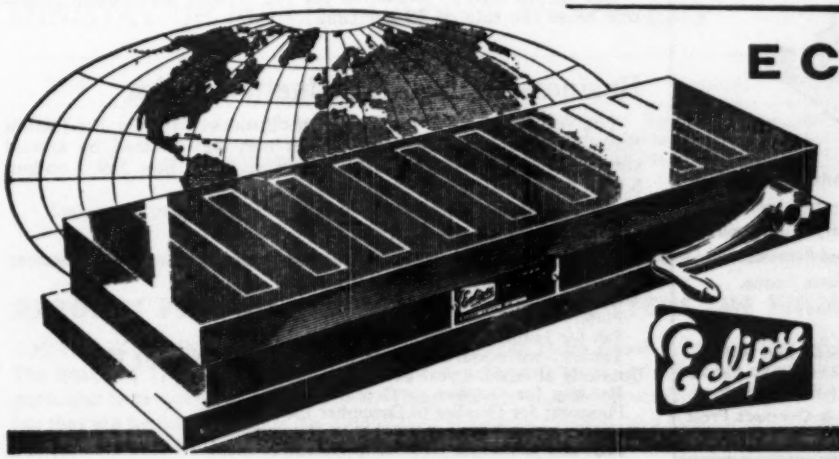

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday March 27, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's name	Registered No.	Playing Time Minutes	Date of Registration
BRITISH					
Look at Life Series 21:					
So Much Flattery!	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29294	10	March 23
The Chalk Garden	" "	Quota Rentals Limited	Br/E 29296	106	March 23
Jugglers and Acrobats	United Artists Corp. Ltd.	Harold Baim Productions Ltd.	Br/E 29297	24	March 24
It's a Bare Bare World	S.F. (Film) Distributors Ltd.	Antler Film Productions Ltd.	Br/E 29298	33	March 24
Movietone News 1815A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29007	7	March 25
Movietone News 1816	" "	" "	Br/E 29008	9	March 25
Pathe News 64-25	Warner-Pathe Distributors Limited	Associated British-Pathe Ltd.	Br/E 29072	7	March 25
Pathe News 64-26	" "	" "	Br/E 29073	9	March 25
Movietone News 1816A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29009	7	March 26
Pathe Pic. Series 482/494:					
Pathe Pic. No. 485	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29302	8	March 26
FOREIGN					
Lilies of the Field	United Artists Corporation Ltd.	Rainbow Productions Inc.	F 29295	94	March 23
3 Blondes in his Life	Ranworth Film Services Ltd.	Golden Films	F 29299	75	March 24
The Strongest Man in the World	" "	Leone Film S.R.L. Rome	F 29300	97	March 24
Colossus of the Stone Age	Compton-Cameo Films Ltd.	E.U.R. Cinematografica Productions, Rome; Filmservice of Ljubljana, Yugoslavia	F 29301	82	March 25

CORRECTION TO THE REGISTER:
The registration particulars of the film 'Boccaccio 70' (F 28360) registered on March 28, 1963, have been corrected to include the additional maker: Francinex, Paris 8, France.

White Paper on the films industry

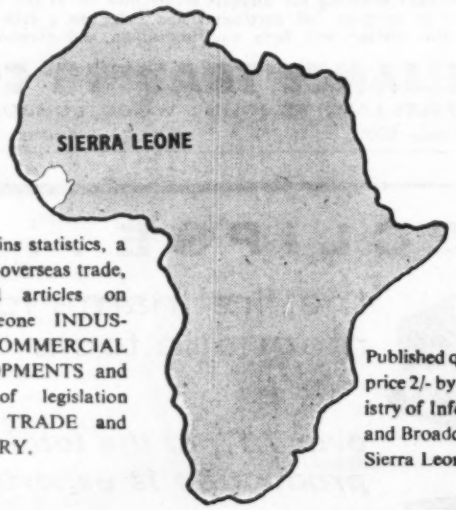
A WHITE PAPER published on March 26, gives the texts of letters exchanged between the chairman of the Cinematograph Films Council and Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development in connection with the submission by the Cinematograph Films Council of its comments on the report of its Structural and Trading Practices Sub-Committee. The Council gave this Sub-Committee's Report wide circulation throughout the films industry last summer and its subsequent comments have been made in the light of the views expressed by the various industry bodies.

Copies of the White Paper (Cmnd. 2324) price 2s. (by post 2s. 4d.) can be obtained from H.M. Stationery Office, Kingsway, London, W.C.2., and branches.

Notes:

The Cinematograph Films Council is the statutory advisory body on matters relating to the films industry.

Sierra Leone Trade Journal



. . . contains statistics, a survey of overseas trade, illustrated articles on Sierra Leone INDUSTRIES, COMMERCIAL DEVELOPMENTS and details of legislation affecting TRADE and INDUSTRY.

Published quarterly, price 2/- by the Ministry of Information and Broadcasting in Sierra Leone.

Subscription: Crown Agents for Overseas Government and Administration, 4 Millbank, London, S.W.1., or Mr. A. J. E. Davis, the Crown Agents Representative, 3100 Massachusetts Avenue, N.W. Washington.

Advertising: details and specimen copies from Africa & Overseas Press Agency Ltd., 13 New Bridge Street, London, E.C.4.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the five weeks ended February 29, 1964.

Distributors' earnings submitted:		
High cost films	£652,373	
Low cost films		
Eligible (after multiplying by 2½)	£103,132	
Not eligible for 2½ times rental	£20,937	
		£776,442
Films of less than 3,000 feet (after mutiplying by 2½		£53,701
		£830,143
Levy collections paid to Agency by H.M. Customs and Excise to March 9, 1964, approximately covering entertainments to February 29, 1964		£459,925

The fourth interim allocation for the seventh distribution period will be at the rate of 39 per cent.

Business Monitor: Production Series

The following titles and issues of 'Business Moniter Production Series' are now available and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1.

Monthly at £1 a year post free:
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Traders for December 1963.
Electric lamps for January 1964
Gramophone records for January 1964.
Locomotives for January 1964.
Pottery and electrical ware for January 1964.
Salt for January 1964.
Timber – softwood, hardwood and plywood for February 1964.

Quarterly at 7s. 6d. a year post free:
Bedding for October to December 1963.
Footwear for October to December 1963
Gloves and mittens for October to December 1963
Pens and pencils for October to December 1963

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
April 3	The sale will include timber and brick huts, underground cable and tanks, railway tracks, floodlights, fencing and concrete paving slabs and miscellaneous equipment.	Royal Air Force Station, Mepal, Ely, Cambs.	George Comins & Son, 3 Chequer Lane, Ely, Cambs. (Tel.: Ely 2265).
April 9-10	The sale will include a Coles mobile crane (5-ton diesel), M. T. vehicles including two Bedford coaches, Karrier Bantom 2-ton truck, Austin 3-ton truck, Brockhouse trailer refueller (900 galls.) Eagle trailer and an Austin R.V.T. (1-ton). The sale will also include large quantities of furniture, cutlery and domestic stores.	Royal Air Force, Jurby, Ramsey, Isle-of-Man	Chrystal Brothers & Stott, Bowring Road, Ramsey, Isle-of-Man. (Tel.: Ramsey 2236).
April 15	Sale of operational equipment including electric motors, water pumps, fresh air and cooling fans, switch gear, R.S.J. gantry and girders, teak flooring sundela board ceilings and wall, steel and wood doors, bulk head and fluorescent lights, electric supply cables, dog kennels, timber deck, steel gantry, etc.	Royal Air Force, Cold Hessleden, Co. Durham;	Joseph Cundall & Sons, Sherburn, Malton, Yorkshire. (Tel.: Sherburn 216/217).
April 23	Miscellaneous stores and equipment	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel.: Carlisle 26292).
April 29	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel.: Gloucester 21267).
May 14	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel.: Kidderminster 2053).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
April 9-10	Machine tools and miscellaneous stores	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray. (Tel. 3081).
April 14	Engineering, electrical and miscellaneous stores.	Army Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
April 28	Vehicles, machine tools and miscellaneous stores.	Army Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).
May 6	Miscellaneous stores	Command Ordnance Depot, Coypool, Marsh Mills, Plymouth. (*Sale at Kinterbury House.*)	Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only.*)

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
April 7	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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Britain largest exhibitor at BAUMA

A report from the British Consulate-General's Office, Munich

ON MARCH 14 'BAUMA' – The International Construction Machinery Fair – was opened by Bavaria's Minister of Economics Dr. Schedl, on the Oberwiesenfeld in Munich. Exhibitors almost without exception agreed that this is now one of the largest and most important construction machinery fairs in Europe and, indeed, second thoughts are being given by many regarding the Hanover Fair, their idea being in future to show only at Munich. As the 'BAUMA' has grown in importance, so has international representation been intensified, and this year some 18 different countries were represented amongst the 618 exhibitors who were accommodated on the 15½ acre site. The main exhibitors apart from Germany were Great Britain, with 24 firms, United States and France with 19 each and Italy with 12 firms. In addition both the United States and the United Kingdom provided central information stands, the latter being a joint effort between the Federation of Manufacturers of Construction Equipment and the Board of Trade. This year an exhibition of building materials was also held in conjunction with the 'BAUMA', which gave visiting buyers a first-class opportunity of inspecting building machinery as well as building materials and methods at the same time. Here too there was a United Kingdom information stand set up and manned by the Building Exhibition of London. One or two United Kingdom firms exhibited through their agents, though British representation was not as strong in this section as had originally been hoped.

It is an important fact of 'BAUMA', that although it is open to the public, some 95 per cent of the visitors are from the trade whereas only 5 per cent are sightseers. Despite therefore, the bad weather which generally prevailed throughout the week, the attendance was only fractionally below last year's record figures.

Of the 24 United Kingdom firms only three or four had their own independent stands. The remainder were represented on stands of German distributors. From a British point of view, the signs were extremely encouraging and pointed towards considerable order books. Barber-Greene Olding & Co. Ltd., of Bury St. Edmunds, who manufacture road finishing machines and complete mixing plants, reported that in the first four days of the show they had sold equipment to a value of £60,000. Thwaites Engineering Co. Ltd., of Leamington Spa, who have in the past sold 2,000 of their small dumpers to Germany, reported business extremely lively, some 15 machines having been sold during the first four or five days of the show. Many other firms reported similar success and expected to realize firm orders for equipment as a result of initial inquiries received at 'BAUMA'. Indeed it was often only with the greatest difficulty, that one could have a word with various representatives, so busy were they. All members of the United Kingdom firms present were quite adamant when asked, that the overwhelming reason for any success they were having was due, apart from good sales' tactics, to the fact that they offered the customer good after-sales service. The speedy provision of spare parts and the maintenance of an advisory service were considered basic essentials to success on the market. British firms' attention to such vital points was particularly encouraging to hear, in light of the fact that we have so often been criticized on this score in past years.

The Construction Manufacturers own club, the 'Lighthouse Club', opened a branch office at the fair where members were able to meet and exchange ideas. This club has increased its original membership from six in 1956 to well over 2,000 and during the 'BAUMA' week it was decided to form a German branch, with Herr Direktor Schulte, the founder and organizer of 'BAUMA', as its first secretary. It is hoped that this will lead to a friendlier and closer contact between construction equipment manufacturers and dealers both in Germany and the United Kingdom. Dr. Schulte hopes to enroll 100 members by next year.

In all the 'BAUMA' indicated that, despite stiff competition in a highly competitive market, coupled with the often very unfavourable Common Market tariffs acting against our manufacturers, that most British exhibitors will be busy for some considerable time fulfilling the orders they were able to book.

The next 'BAUMA' will be held from March 20 – 28, 1965. Full details concerning participation may be obtained from Mr. H. B. G. Montgomery, The Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951.)

Mr. Lorinson of J. C. Bamford Ltd., talking to Herr Staatsminister Schedl, Bavarian Minister of Economics, on the opening day of BAUMA 1964.

British week's success in Hobart

A SUCCESSFUL British Week was staged in Hobart, Tasmania, in March, as one of a series organized in Australasia by Trade Commissioners in association with the Board of Trade. Adelaide was the first, and Brisbane, Perth and Canberra are shortly to follow. The Week in Hobart was formally opened by the British High Commissioner, Sir William Oliver.

British goods were generously displayed in the 30 leading retail stores in the metropolitan area, where public attention was captured by the display of a stage-coach at the main crossroads, a decorated London taxi, the beflagged Cat and Fiddle arcade, and the British Week headquarters. Indoor and outdoor concerts were given daily on Burge electronic organs by their enterprising agent Mr. W. Glasson of The Organ Centre.

Over 20,000 people visited the British show house at Rose Bay, which was officially opened by the Hon. E. E. Reece, Premier of Tasmania. The house, built by the Housing Department of the Tasmanian Government, featured the products of more than 60 British manufacturers, which produced many inquiries to the retailers stocking them.

Fashion parades were held three times a day in the auditorium of Fitzgeralds, a leading store. British woollens and cottons, many of them by top London designers, were shown, and especially admired were the Ceemo tweeds with interwoven Lurex. This store received the Board of Trade plaque for the best dressed windows. It was presented at a luncheon given by the Australian British Trade Association, where other award winners were Charles Davis and Proud's.

Retailers reported good sales of British lines. In some cases supplies ran out and had to be re-ordered – as in the case of Burberry raincoats. Manufacturers who, directly or through their agents, made early approach to retailers, benefited especially.

Many social functions were arranged by local societies, and the finale was a Scottish banquet and dance where 250 people enjoyed foods imported from Baxter's of Scotland. The band of the Scots Guards was in Hobart for the last two days of the Week, and their presence at concerts and social affairs, and a march through the city proved a colourful and highly appreciated attraction.

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ROYALE BELGE

74, rue Royale, BRUSSELS.

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Meadows

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Up to 45 Kg.	45/100 Kg.	100/200 Kg.	200/500 Kg.	500/1,000 Kg.	over 1,000 Kg.
14s. 0d.	5s. 10d.	4s. 10d.	3s. 7d.	3s. 5d.	3s. 4d.

Showing savings of over 20% on some Air Line rates and minimums.

Machines for processing metal, textiles, plastic wood, stone, leather, hides, food, beverages, tobaccos; Machines for abrading, grinding, cutting, polishing, binding, drilling, moulding, printing, postage franking, packaging, riveting, welding, cleaning, washing, dyeing, drying, sprinkling liquids, heating, cooling, well drilling, excavating, conveying, weighing, paper making; Construction machines; Coin operated machines; Centrifuges, pumps, compressors; Metal hand tools; Cutlery; Ball and/or roller bearings; Taps and dies, washers, gaskets; Valve and pipe fittings; Castings; and parts thereof, excluding steamship and or motorship machine parts; N.E.S.

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14s. 0d.	5s. 10d.	4s. 10d.	4s. 3d.	4s. 0d.	3s. 9d.

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All rates per Kilogramme or Cubic meas. Unit—Minimum charge 50s.

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and at Manchester, Birmingham, Southend and Renfrew Airports.

A general view of the Stockholm Boat Show

31 British firms display at Stockholm boat show

A report from the British Embassy in Stockholm

THE 29TH INTERNATIONAL Boat Show ('Allt for Sjon') was opened in St. Eriks Hallen, Stockholm, on March 11 by Mr. Allan Nordenstam, Governor General of Stockholm, in the presence of HRH Prince Bertil of Sweden. The closing date was Sunday, March 22. As in previous years, the exhibition was organized by the Swedish Boat and Engine Suppliers' Association and the Swedish Boat Building Association in collaboration with the Royal Swedish Yacht Club and the Royal Motorboat Club.

St. Eriks Hallen was extended and partly rebuilt to house the British Exhibition in May 1962, and now covers about 160,000 sq. ft. The height of the roof is only 32 feet, which sometimes causes difficulty when exhibitors wish to display larger sailing boats in a fully rigged condition.

No less than 333 firms from 14 countries exhibited at this year's show, and between them they displayed 181 motorboats, 53 yachts, 87 small rowing and jolly boats and 475 motors. Motorboats of plastics in the 12 – 16 foot class were most plentiful, but they were closely followed by 16 – 18 foot motor launches of wood. Vessels made from plastics (148) were more numerous than those of wood (93) and plywood (31) together, and only 49 were made of other materials, metal (35) and rubber (14). The one type of craft not on show this year was the catamaran, which for some reason has not yet caught the interest of boat users in Sweden.

Although there were several interesting vessels on show none of them was really novel in any way. Plastic boats are increasing noticeably in size. A British reinforced plastics 4-berth cruiser offered at an exceptionally low 'introduction price' (built by John Freeman Ltd., Leicestershire) attracted a lot of interest from visitors of all ages. It had particular feminine appeal because of the good pantry facilities. An old-established Manchester firm (Gardner Engines (Sales) Ltd.) had an impressive range of inboard motors.

The majority of representatives of the 31 British firms who displayed on the stands of their Swedish representatives were satisfied with the interest shown in their goods, and said that they would be exhibiting again next year.

In conclusion it should be mentioned that the normal import duty on pleasurecraft is 10 per cent but this has now been mitigated in favour of pleasurecraft coming from the United Kingdom and Sweden's other EFTA partners to 4 per cent and will in another three years disappear altogether. It should accordingly become increasingly worthwhile for British boat-builders to exhibit at this and the Gothenburg Boat Shows.

British industry's big drive at Barcelona

When Spain's Minister of Commerce, Sr. Don Alberto Ullastres Calvo formally opened the British Industrial Fair here on April 1 he was heralding a new and more expansive era in the trading relations between the two countries. Sr. Ullastres, who was supported by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, and Sir William McFadzean, Chairman of the Export Council for Europe, has already indicated that Britain's share in the realization of Spain's social and economic development plans is likely to be extensive. If the drive and spirit evident in the planning and assembly of this fair is an augury, it certainly will be.

The Spanish press has already been lavish in its praise of the way in which more than 500 tons of machinery, equipment and cars sent from Britain by land, sea and air have been assembled here at the Parque de Montjuich during Spain's Holy Week in which public holidays and the frequent closure of main thoroughfares for religious processions have added to the problems of organization.

Typical of the resource with which they have been tackled was a Good Friday transport operation in which a fleet of cars was used to bring in many of the 200 British craftsmen engaged on stand fitting and other assembly work. Special police dispensation had to be obtained because of the general ban on vehicular traffic on this day. Another dispensation had to be obtained from the Bishop of Barcelona to enable some 300 Spaniards to carry on working on the site so that progress schedules could be kept. On another occasion British and Spanish electricians worked throughout the night to install new switch boards air freighted from England when it was discovered that the boards already installed at Montjuich could not cope with the power needs of the biggest assembly of machine tools ever seen in Barcelona.

Over 300 British firms are taking part in this fair with stands in a covered area of 150,000 sq. ft. and with the bigger equipment displayed on an additional 85,000 sq. ft. in the open. Capital and producer durable goods and services on show cover everything from nuclear power plants to handtools, from cars to banking facilities. The firms which provide a comprehensive cross section of the United Kingdom's basic heavy manufacturing industries include many already well established in the Spanish market and newcomers with products now acceptable because of the growing liberalization of trade (*a full report of the fair will appear in next week's* Board of Trade Journal).

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Additions:

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION COLEX '65 – January 5-16 1965 at Olympia

• Apply, Trade Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel. Ambassador 2886).

EUROPE

Additions:

STOCKHOLM: BRITISH RADIO ELECTRONIC AND TELECOMMUNICATION COMPONENTS AND TEST GEAR EXHIBITION – October 13-16 1964.
Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

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• Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

BRUSSELS: BUILDING AND ACCESSORIES EXHIBITION (BATIMENT) – February 6-14, 1965.
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† Apply, Lep Transport, Sunlight Wharf Upper Thames Street, London, E.C.4. (Tel. Central 5050).

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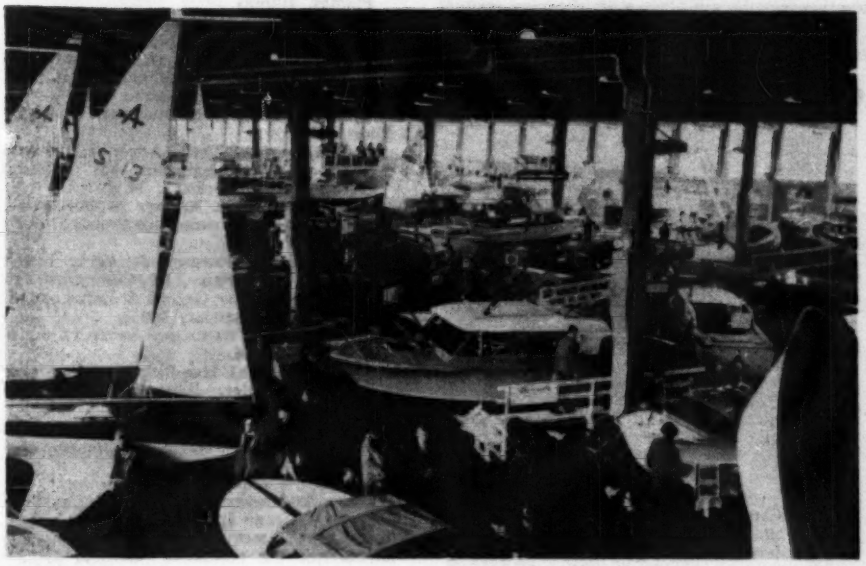

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Trade fairs and exhibitions outside Europe

1964: General

OSAKA: 6TH INTERNATIONAL TRADE FAIR – April 9-29.
† Apply, Osaka International Trade Fair, Honmachibashi, Higashi-Ku, Osaka, Japan.

BULAWAYO: CENTRAL AFRICAN TRADE FAIR AND EXHIBITION – April 23-May 2.
* Apply, General Manager, Bulawayo Agricultural Society, P.O. Fomona, Bulawayo, S. Rhodesia.

CASABLANCA: INTERNATIONAL TRADE FAIR – April 30-May 17.
* Apply, British Chamber of Commerce, 101 Boulevard Mohammed El Hansali, Casablanca.

VANCOUVER: BRITISH COLUMBIA INTERNATIONAL TRADE FAIR – May 13-23.
At Exhibition Park. Apply, Agent General, British Columbia House, 1-3 Regent Street, London, S.W.1. (Tel. Whitehall 6857).

BEIRUT: 2ND INDUSTRIAL AND COMMERCIAL EXHIBITION – May 28-June 7.
* Apply, The Director, Stade Universitaire Armand du Chayla, 688 Rue de Damas, Beirut, Lebanon.

TEL-AVIV: INTERNATIONAL TRADE FAIR – June 16-July 7.
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

WELLINGTON: NEW ZEALAND SECOND INTERNATIONAL TRADE FAIR – August 20-September 5.
Apply, The Secretary, Wellington Show Association Inc., P.O. Box 6141, Wellington, New Zealand.

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20.
* Apply, The Secretary, The British Chamber of Commerce of Turkey (Inc.), P.O. Box 190, Galata-Istanbul, Turkey.

TORONTO: CANADIAN NATIONAL EXHIBITION – August 21-September 7.
* At Exhibition Park. Apply, Canadian National Exhibition Representative, Columbia House, 3 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2794).

BOGOTA: FIFTH INTERNATIONAL AND SECOND LATIN AMERICAN COMMON MARKET INDUSTRIAL FAIR (LAFTA) – August 28-September 13.
Apply, Corporation of Fairs and Exhibitions S.A. Bogota, Colombia.

SAN FRANCISCO: 7TH WORLD TRADE FAIR – September 10-20.
Apply, United States World Trade Fair, 331 Madison Avenue, New York 17, N.Y.

SYDNEY: BRITISH EXHIBITION, AUSTRALIA – September 25-October 10.
Apply, British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

PEKING: BRITISH EXHIBITION – November 2-14.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

COLOMBO: CEYLON INDUSTRIAL EXHIBITION – December 1-31.
Apply, The Director, Industrial Exhibition 1964, No. 48 Sri Jinaratana Road, Colombo 2 Ceylon.

1964: Specialized

Automation

NEW YORK: 19TH INTERNATIONAL INSTRUMENT-AUTOMATION CONFERENCE AND EXHIBITION – October 12-15.
* At the Coliseum. Apply, Instrument Society of America, 530 William Penn Place, Pittsburg, Pennsylvania.

Boats

MINNEAPOLIS: BOAT, SPORTS AND TRAVEL SHOW – March 27-April 5.
* Apply, General Shows Inc., 409 Times Building, Minneapolis 1.

CHICAGO: MARINE TRADES EXHIBITION AND CONFERENCE – September 17-20.
* Apply, Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 1, Illinois.

Building

TORONTO: CONSTRUCTION AND PUBLIC WORKS SHOW – May 4-7.
At Industry and Coliseum Buildings, Exhibition Park. Apply, Maclean-Hunter Publishing Co. Ltd., 481 University Avenue, Toronto 2.

CHICAGO: NATIONAL ASSOCIATION OF HOME BUILDERS 21ST ANNUAL CONVENTION AND EXPOSITION – December 6-10.
* At McCormick Place. Apply, Mr. Paul S. Van Auken, 140 South Dearborn Street, Chicago, Illinois.

Chemical

CHICAGO: 12TH NATIONAL CHEMICAL EXPOSITION – September 1-4.
At Conrad Hilton Hotel. Apply, Chicago Section, American Chemical Society, 56 East Randolph Street, Chicago 1, Illinois.

TORONTO: CANADIAN CHEMICAL AND EQUIPMENT EXHIBITION – October 27-30.
Apply, Mr. J. R. MacDonald, Exhibition Manager, 1450 Don Mills Road, Don Mills, Ontario.

Electrical, radio, television, electronics

CHICAGO: ELECTRONIC PARTS DISTRIBUTORS SHOW – May 18-20.
* Apply, Electronic Industry Show Corporation, 100 South Wacker Drive, Chicago.

NEW YORK: INTERNATIONAL ELECTRICAL INDUSTRY SHOW – May 25-27.
† Apply, Mr. Harold R. Meyer, International Electrical Industry Show, 310 Madison Avenue, New York 17, N.Y.

LOS ANGELES: WESTERN ELECTRONIC SHOW AND CONVENTION – August 25-28.
* At Sports Arena and Hollywood Park. Apply, Western Electronic Show and Convention. 3600 Wilshire Boulevard, Suite 1920 Los Angeles, California.

CHICAGO: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 19-21.
* At McCormick Place. Apply, National Electronics Conference Inc. 228 La Salle Street, Chicago, Illinois.

Engineering, machinery, machine tools

MELBOURNE: WOODWORKING MACHINERY EXHIBITION – April 13-17.
Apply, Melbourne Chamber of Commerce, 422 Collins Street, Melbourne, Australia.

DETROIT: ASTME TOOL EXPOSITION – April 20-24.
* At Cobo Hall. Exposition Committee, the American Society of Tool and Manufacturing Engineers, 10700 Puritan Avenue, Detroit 38, Michigan.

ATLANTIC CITY: FOUNDRY CONGRESS AND CASTING EXHIBITION – April 27-May 1.
* Apply, The American Foundrymen's Society, Golf and Wolf Roads, Des Plaines, Illinois.

NEW YORK: MATERIAL HANDLING INSTITUTE EASTERN STATES SHOW – May 5-7.
* At the Coliseum. Apply, Material Handling Institute, One Gateway Center, Pittsburgh 22, Pennsylvania.

CHICAGO: DESIGN ENGINEERING SHOW – May 11-14.
* At McCormick Place. Apply, Clapp and Poliak Inc., Management, 341 Madison Avenue, New York 17, N.Y.

SYDNEY: 6TH BIENNIAL SYDNEY INTERNATIONAL ENGINEERING AND INDUSTRIAL EXHIBITION – July 13-18.
† At the R.A.S. Showgrounds. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

SEATTLE: MATERIAL HANDLING INSTITUTE SHOW – September 22-24.
* Apply, Material Handling Institute, One Gateway Center, Pittsburgh 22, Pennsylvania.

CHICAGO: CONVENTION AND EXHIBITION OF THE NATIONAL AUTOMATIC MERCHANDISING – October 17-20.
* Apply, National Automatic Merchandising Association, 7 South Dearborn Street, Chicago 3, Illinois.

PHILADELPHIA: AMERICAN SOCIETY FOR METALS, EXPOSITION AND CONGRESS – October 19-23.
* Apply, American Society for Metals, Metals Park, Novelty, Ohio, U.S.A.

TOKYO: JAPAN INTERNATIONAL MACHINE TOOL FAIR – November 9-20.
Apply, Tokyo International Trade Fair Commission, c/o Tokyo-To Denki Kenkyujo Building No. 5, 2-chome, Yuraku-cho, Chiyoda-ku, Tokyo.

Fancy goods, gifts, toys, hobbies

MELBOURNE: TOY FAIR – May 18-23.
* Apply, Hugh Anderson Pty Ltd., Foster House, 130 Exhibition Street, Melbourne.

LOS ANGELES: GIFT SHOW – July 26-31.
* Apply, Trade Shows Ltd., 3510, Council Street, Los Angeles 4 California.

CHICAGO: GIFT SHOW – August 2-8.
* Apply, Eastern Manufacturers & Importers Exhibit Inc. 220 5th Avenue, New York 1, N.Y.

NEW YORK: NATIONAL JEWELLERY TRADE SHOW – August 16-20.
* At the New York Hilton Hotel. Apply, Jewellers of America Inc., 711 Fourteenth Street, N.W. Washington 5, D.C.

MONTREAL: THE FALL GIFT SHOW – August 24-27.
* Apply, National Gift Shows, Seccombe House, 443, Mount Pleasant Road, Toronto 7, Ontario.

TORONTO: THE FALL GIFT SHOW – September 28-October 1.
* Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

Hotel, restaurant, catering and foodstuffs

CHICAGO: SUPERMARKET CONVENTION AND EXHIBITION – April 26-29.
* Apply, Super Market Institute, 500 North Dearborn Street, Chicago 10, Illinois.

LOS ANGELES: PACIFIC FINE FOODS AND BEVERAGE FAIR – July 19-22.
* At Biltmore Hotel. Apply, Mr. T. Dohl, 168 South Avenue, Pasadena, California.

NEW YORK: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 16-19.
* At the Coliseum. Apply, Charles Snitow Organisation, 331 Madison Avenue, New York, 17, N.Y.

Leather, Footwear

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – April 5-9.
Apply, National Shoe Fair of America Hotel New Yorker, Room 1929 Eighth Avenue, At 34th Street, New York, N.Y. 10001.

CHICAGO: NATIONAL SHOE FAIR – October 11-14.
* Apply, Mr. J. P. Gibbons, Hotel New Yorker, Room 1929, Eighth Avenue at 34th Street, New York City, N.Y.

Medical

TORONTO: ANNUAL CONVENTION AND EXHIBITION OF THE ONTARIO HOSPITAL ASSOCIATION – October 26-28.
* Apply, Director of Public Relations, Ontario Hospital Association, 24 Ferrand Drive, Toronto (Don Mills) Ontario.

Motor transport

NEW YORK: INTERNATIONAL AUTOMOBILE SHOW – April 4-12.
* Apply, Charles Snitow Organisation, 331 Madison Avenue, New York 17, N.Y.

MONTREAL: BRITISH MOTOR SHOW – April 16-19.
* At the Queen Elizabeth Hotel. Apply, Mr. G. Henderson, Chairman, The Organizing Committee, British Automobile Distributors, c/o Cooke Toledo Motors, Montreal P.Q.

LOS ANGELES: INTERNATIONAL AUTOMOBILE SHOW – October 23-November 2.
* Apply, Los Angeles Motor Car Dealers' Association, 8721 Sunset Boulevard, Los Angeles 69 California.

Music

LOS ANGELES: HIGH FIDELITY MUSIC SHOW – March 10-15.
* At Ambassador Hotel. Apply, Institute of High Fidelity, 516 Fifth Avenue, New York 36, N.Y.

CHICAGO: MUSIC SHOW – June 28-July 2.
* At the Conrad Hilton Hotel. Apply, National Association of Music Merchants Inc., 222 West Adams Street, Chicago 6, Illinois.

Office equipment and business efficiency

TORONTO: CANADIAN NATIONAL BUSINESS SHOW – September 29-October 1.
* Apply, Grant Smedmor Ltd., Canadian National Business Show 1819 Yonge Street, Toronto 7, Ontario.

Packaging

NEW YORK: NATIONAL PACKAGING EXPOSITION – April 20-23.
At the Coliseum. Apply, Clapp and Poliak Inc., 341 Madison Avenue, New York 17, N.Y.

LOS ANGELES: WESTERN MATERIAL HANDLING AND PACKAGING SHOW – May 6-8.
† At the Great Western Exhibit Centre. Apply, A. Byron Perkins & Associates Inc., 3935 North Mission Road, Los Angeles 31.

LOS ANGELES: WESTERN PACKAGING EXHIBITION – July 21-23.
† Apply, Clapp & Poliak Inc., 341 Madison Avenue, New York 17, N.Y.

TORONTO: NATIONAL PACKAGING EXPOSITION – November 3-5.
† Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

Plastics

TORONTO: PLASTICS SHOW OF CANADA – May 5-7.
† Apply, Maclean Hunter Publishing Co. Ltd., 30 Old Burlington Street, London, W.1. (Tel. Regent 7941).

Stationery and Printing

NEW YORK: STATIONERY SHOW – May 17-22.
* Apply, George Little Management Inc., 220 Fifth Avenue, New York 1, N.Y.

ST. LOUIS: PRINTING INDUSTRY OF AMERICA CONVENTION AND EXHIBITION – September 20-26.
* At Hotel Chase Park Plaza. Apply, Printing Industry Educational Exhibits Corporation, Printing Industry of America Headquarters Building, 20 Chevy Chase Circle N.W. Washington 15, D.C.

CHICAGO: STATIONERY AND OFFICE EQUIPMENT EXHIBITION – September 26-29.
* Apply, National Stationery and Office Equipment Association, 740 Investment Building, Washington 5, D.C.

A 1,200 sq. ft. single-storey building in course of construction in the British Embassy grounds, Copenhagen, which was used as a showroom for the 'Samples Week' held there recently. The building, made by Terrapin Ltd., of London and Bletchley, was erected by Danish labour under British supervision in less than half a day from six 'pack' building units, so called because they form their own weatherproof package for easy transportation to the site. Each unit was shipped complete with external and internal decoration, doors, windows, roof and floor coverings.

1965: General

ACCRA: GHANA INTERNATIONAL TRADE FAIR – February 3-21.
Apply, Ghana International Trade Fair, Ministry of Trade, P.O. Box M 47, Accra, Ghana.

MELBOURNE: THIRD AUSTRALIAN INDUSTRIES FAIR – March 4-20.
Apply, General Manager The Victorian Chamber of Manufactures, Manufacturers' Building 312 Flinders Street, Melbourne CI Australia.

1965: Specialized

Chemical

NEW YORK: CHEMICAL INDUSTRIES EXHIBITION – November 29-December 3.
† Apply, International Exposition Company, 480 Lexington Avenue, New York 17.

Engineering, machinery, machine tools

CHICAGO: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION – January 25-28.
† Apply, International Exposition Co. Inc., 480 Lexington Avenue, New York 17, N.Y.

DETROIT: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 8-11.
* Apply, Clapp & Poliak Inc. 341 Madison Avenue, New York 17, N.Y.

TORONTO: NATIONAL PRODUCTION SHOW OF CANADA – May 3-7.
† Apply, Show Manager, Production Show '65, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Ontario.

NEW YORK: DESIGN ENGINEERING SHOW – May 17-20.
* Apply, Clapp & Poliak Inc. 341, Madison Avenue, New York 17, N.Y.

CHICAGO: PRODUCTION ENGINEERING SHOW – September 21-October 1.
* Apply, Clapp & Poliak Inc. 341, Madison Avenue, New York 17, N.Y.

ATLANTIC CITY: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – September 26-October 2.
Apply, American Textile Machinery Association P.O. Box 96 Vienna, Virginia.

Homes, household goods and hardware

ATLANTIC CITY: CHINA AND GLASS SHOW – January 6-10.
* Apply Little Brothers Shows Inc. 220, Fifth Avenue, New York 1, New York.

Motor transport

NEW YORK: NATIONAL AUTO ACCESSORIES EXHIBITION – February 1-4.
* Apply, Automotive Accessories Manufacturers of America. One Bala Avenue. Bala, Cynwyd, Pennsylvania.

Packaging

CHICAGO: NATIONAL PACKAGING EXHIBITION – April 5-8.
* Apply, Clapp & Poliak Inc. 341, Madison Avenue, New York 17, N.Y.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Turkey and Hungary

THE TURKISH authorities have announced the signing in Budapest on March 3 of a protocol to the Hungarian-Turkish 1949 trade agreement for the exchange of goods during 1964.

The protocol provides for a twenty per cent increase in trade between the two countries over the level achieved in 1963.

It is understood that the list of goods to be exchanged remains basically the same. Hungary will export to Turkey chemical and pharmaceutical products, machine tools, instruments, electrical machinery, photographic materials, bicycles, motor cycles, telecommunication equipment and rolled mill products.

In return Turkey will export to Hungary tobacco, fruit, cotton, wool, tanning material, and copper. Detailed information on the quotas is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1, Victoria Street, London, S.W.1. (Tel. Abbey 7877. Ext. 2258) quoting reference CRE 5737G.

Federal Republic of Cameroon and Spain

IT HAS BEEN announced in Yaoundé, Federal Republic of Cameroon that a trade agreement was signed there on February 4, 1964, between the Federal Republic and Spain.

The agreement is valid for one year from the date of signature, being thereafter renewable annually by mutual agreement.

Amongst products listed for export from Spain to the Federal Republic of Cameroon are salt, preserves, drinks, rubber manufactures, wool and cotton fabrics, shoes, mechanical, electrical and domestic machinery, chemicals and pharmaceuticals, vehicles, textile and agricultural machinery, machine tools and wines.

Products for export to Spain from the Federal Republic will include cocoa, coffee, bananas, woods, groundnuts, palm oil, cottonseed oil, tobacco, rubber, leather hides, mineral products and fish.

No quotas are stated in this agreement.

The French text of the agreement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Italy and Japan

THE ITALIAN MINISTER for Foreign Trade in a circular dated January 8 1964, announced that an agreement between Italy and Japan to facilitate reciprocal imports had been signed in Tokyo on November 29, 1963, establishing quota lists for the period October 1, 1963 to September 30, 1964 for goods subject to import licence.

Quotas into Italy of cotton goods have been increased from 580 tons under the previous agreement (see *Board of Trade Journal* of June 29, 1962, page 1438) to 860 tons.

An English translation of the quota lists can be seen at Export Services Branch, Board of Trade (Tariff Section), Room E.39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 450).

British commercial representatives in Australia and India

Australia

Mr. D. J. R. Hack, at present British Trade Commissioner at Calcutta, has been appointed British Trade Commissioner at Melbourne. He will take up his new appointment in April in succession to Mr. G. J. Husted, who is to transfer to Winnipeg at a later date.

India

Mr. H. F. Codling, at present British Trade Commissioner at Halifax, Canada, has been appointed British Trade Commissioner at Madras, and will take up his appointment in May. He will succeed Mr. F. F. D. Ward, who will be returning to Britain for duty with the Board of Trade in London at the end of his tour.

Mr. C. G. Crews, at present an Assistant British Trade Commissioner at Sydney, has been appointed as a British Trade Commissioner at New Delhi and will take up his appointment in May. He will succeed Mr. F. E. Wildman who will be returning to Britain for duty with the Board of Trade at the end of his tour.

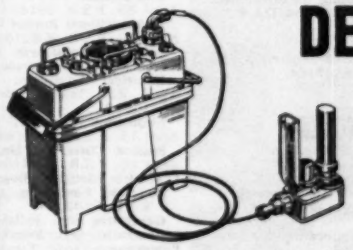
Address and telephone changes of overseas officers

WITH EFFECT from April 1, the telegraphic address of the Office of the Principal British Trade Commissioner in Calcutta is: 'Tradcom (P), Calcutta'.

The telephone number of the Office of the Senior British Trade Commissioner in New Delhi has been changed to 70371.

The address of the Office of the Senior British Trade Commissioner in Ottawa has been changed to 80 Elgin Street, Ottawa 4, Ontario, Canada. Tel. 237-1530 (12 lines). The telegraphic address remains unchanged.

PORTABLE RADIATION DETECTORS



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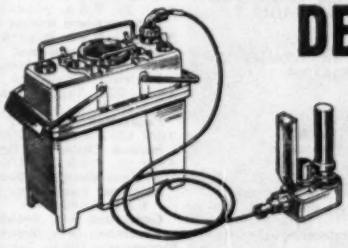

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H.35, Hillgate House, 35 Old Bailey, London, E.C.4, (CITy 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Telephone: CITy 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

AUSTRALIA

Street Lighting Lanterns for Cairns Regional Electricity Board. April 15. E.S.B. 8564/64.*

Recording Instruments for State Electricity Commission of Victoria. April 13. E.S.B. 9001/64.*

BURMA

Vehicles; Motor Cycles for Office of the Superintendent of Police Supplies. April 24. E.S.B. 9060/64/D.L.F.*

CAMEROON REPUBLIC

Schools Construction Project for La Direction des Travaux Publics. September 1. E.S.B. 8567/64.

CANADA

Manitoba Hydro

Circuit Breakers. April 14. E.S.B. 9474/64.*

Transformers. April 16. E.S.B. 9071/64.

CEYLON

Aluminium Alloy Corrugated Sheets for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 8411/64.*

Installation of Lighting for State Engineering Corporation of Ceylon. April 15. E.S.B. 8570/64.

Pumps for Colombo Port Commission. April 14. E.S.B. 9475/64.

Scouring Powders for Government Stores Department. (Further Information.) A copy of the specification is now available. E.S.B. 8412/64.*

Steel Drums for Ministry of Health and Housing. May 12. E.S.B. 9481/64.

Water Pumps for Department of Government Electrical Undertakings. (Further Information.) Closing date postponed to May 12. E.S.B. 3709/64.*

Milk Board:

Laboratory Requirements. April 15. E.S.B. 9065/64.

Milk Bottles. (Further Information.) Tender documents now available. E.S.B. 7893/64.*

COLOMBIA

Construction of a Fertilizer Plant for Municipality of Bucaramanga. (Further Information.) April 20. E.S.B. 40017/63.

Constructional Project for Instituto Colombiano de la Reforma Agraria "Incora". April 17. E.S.B. 9059/64.

Irrigation Project for Board of Directors of INCORA. (Advance Information.) Closing date not known. E.S.B. 9348/64.

Prefabricated Metal Structures for Instituto Nacional de Abastecimientos. May 8. E.S.B. 9072/64.

EGYPT

Foundry Equipment for Egyptian Railways. (Further Information.) Closing date June 1. Tender re-issued E.S.B. 36404/63.

Land Reclamation Project for Egyptian General Organization for Land Development. Closing date postponed to May 14. E.S.B. 27805/63.*

FORMOSA

Pipes and Tubes for Central Trust of China. (Further Information.) E.S.B. 40051/63.*

FRANCE

Guillotine for Supreme Headquarters, Allied Powers, Europe. April 22. E.S.B. 9490/64.*

NATO Infrastructure Contract:

Supply and Installation of an Automatic Telegraph Relay Centre for French Authorities. Apply by April 15. G.D. 983/63(78).

GREECE

Pumping Units for Ministry of Trade. Closing date postponed to April 28. E.S.B. 6205/64.*

INDIA

Construction Project for Madras State Electricity Board. April 29. E.S.B. 9014/64.

Constructional Project for Nagarjunasagar Project (Dam). April 30. E.S.B. 9082/64.*

Electrical Equipment for National Coal Development Corporation Ltd., Ranchi. May 11. E.S.B. 9091/64.*

Electrical Equipment for Gujarat Electricity Board. April 21. Tender documents now available. E.S.B. 7081/64.*

Excavating Machinery for Neyveli Lignite Corporation. April 15. E.S.B. 9410/64.

Suction Cutter on Dredger for Government of Bihar. April 16. E.S.B. 9064/64.

U.P. State Electricity Board:

Electrical Equipment. (Further Information.) April 21. E.S.B. 7842/64.*

Generating Sets; Switchgear. May 4. E.S.B. 9079/64.

Generating Sets; Switchgear. May 4. E.S.B. 9080/64.

Procurement Circle, Talwara Township:

Air Motors. May 25. E.S.B. E.S.B. 9002/64.*

Inspection Instrument. June 1. E.S.B. 9097/64.*

The first of consignment of Triumph 2000 cars to be exported to Singapore being loaded aboard the Ben Line passenger/cargo liner 'Benreoch' recently at the Royal Victoria Dock, London.

Air Slide. May 27. E.S.B. 9081/64.

Cutting and Bending Machines. May 20. Tender specifications and conditions now available. E.S.B. 7549/64.*

Atomic Energy Establishment:

Pumps. April 22. E.S.B. 9012/64.*

Pumps. April 21. E.S.B. 9011/64.*

Thermostatic Valves. April 22. E.S.B. 9013/64.

Saturated Cells. April 15. E.S.B. 9006/64.*

Computer Analyzer. June 3. E.S.B. 9461/64.*

Rectifier. April 30. E.S.B. 9460/64.*

Capacitor Bridge. May 19. E.S.B. 9437/64.*

Oscilloscope. May 21. E.S.B. 9443/64.*

Meters. May 26. E.S.B. 9449/64.*

Generator. May 27. E.S.B. 9450/64.*

Milli Volt Meter. May 27. E.S.B. 9439/64.*

Inductance Standards. May 19. E.S.B. 9438/64.*

Spectrophoto Colorimeter. May 5. E.S.B. 9417/64.*

Electrophoresis Equipment. May 5. E.S.B. 9418/64.*

Oxygen Meter. May 6. E.S.B. 9419/64.*

Cylindrical Mircro-Electrophoresis Apparatus. May 6. E.S.B. 9420/64.*

Oscilloscope. May 20. E.S.B. 9440/64.*

Vacuum Pumps. Closing date postponed to April 27. Tender documents now available. E.S.B. 7076/64.*

Oscilloscope. May 20. E.S.B. 9441/64.*

Oscilloscopes. May 21. E.S.B. 9442/64.*

Potentiometric Recorder. June 2. E.S.B. 9457/64.*

Microscope. June 4. E.S.B. 9462/64.*

Fraction Collector. June 4. E.S.B. 9463/64.*

Chromatograph. June 5. E.S.B. 9464/64.*

Potentiometric Recorder. May 22. E.S.B. 9445/64.*

Meters. May 22. E.S.B. 9446/64.*

Meters. May 26. E.S.B. 9448/64.*

Microscope. May 29. E.S.B. 9454/64.*

Centrifuge. June 2. E.S.B. 9455/64.*

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Monochromator. May 7. E.S.B. 9421/64.*

Density Gradient Mixer. May 8. E.S.B. 9423/64.*

Electro-Polarizer. May 8. E.S.B. 9424/64.*

Centrifuge. May 11. E.S.B. 9426/54.*

Wheatstone Bridge. May 14. E.S.B. 9429/64.*

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AND AT
LONDON
62/64, RIVER ROAD, BARKING, ESSEX
RIPPLEWAY 1156 (5 lines) TELEX 21525
BIRMINGHAM
912/4 KINGSBURY ROAD, ERDINGTON.
ERDINGTON 7321/3.

Inductance Bridge. May 14. E.S.B. 9430/64.*
Oscillograph Camera. May 12. E.S.B. 9427/64.*
Oscilloscope. May 28. E.S.B. 9451/64.*
Measuring Instrument. May 16. E.S.B. 9434/64.*
Ultrasonic Transducers. May 12. 9429/64.*
Potentiometer. May 18. E.S.B. 9436/64.*
Noise Measuring Set. May 18. E.S.B. 9435/64.*
Electric Oven. May 11. E.S.B. 9425/64.*
Centrifuge. May 7. E.S.B. 9422/64.*
Electrostatic Voltmeter. May 16. E.S.B. 9433/64.*
Resistance Bridge. May 15. E.S.B. 9432/64.*
Meters. May 25. E.S.B. 9447/64.*
Potentiometer. May 15. E.S.B. 9431/64.*
Meg-Ohm-Meter. May 22. E.S.B. 9444/64.*
Vibration Equipment. May 28. E.S.B. 9452/64.*
Photomicroscope. May 29. E.S.B. 9453/64.*
Polariscope. June 3. E.S.B. 9459/64.*
Millivolt Recorder. June 5. E.S.B. 9465/64.*
Microanalytical System. May 4. E.S.B. 9415/64.*
Ball Mill. April 30. E.S.B. 9458/64.*
Centrifuge. May 4. E.S.B. 9416/64.*

IRAN

Switchboards for Ministry of Posts, Telegraphs and Telephones. April 21. E.S.B. 9083/64.*

IRAQ

Central Foreign Purchasing Board:
Duplicating Machines. May 3. E.S.B. 9036/64.*
X-Ray Materials. Tender documents now available. E.S.B. 7583/64.*
Government Oil Refineries Administration:
Vehicle. Tender documents now available. E.S.B. 9040/64.*
Vehicle. April 25. E.S.B. 9043/64.
Ministry of Municipal and Rural Affairs:
C.I. Pipe Fittings. (Further Information.) Tender documents now available. E.S.B. 7580/64.*
Sub-station Construction. May 19. E.S.B. 9021/64.
Water Tanker. (Further Information.) Tender documents now available. E.S.B. 7582/64.*
Ministry of Finance:
Photographic and X-Ray Equipment. (Further Information.) Tender documents now available. E.S.B. 7802/64.*
Drugs. (Further Information.) Tender documents now available. E.S.B. 7801/64.*
Tents. April 26. E.S.B. 9050/64.*
Aerial Equipment. April 26. E.S.B. 9029/64.*
Ministry of Defence:
Heaters and Wicks. April 29. E.S.B. 9022/64.
Barbed Wire. April 29. E.S.B. 9028/64.
Tent Poles. April 19. E.S.B. 9047/64.*
Voltmeters. April 19. E.S.B. 9048/64.*
Webbed Equipment. April 15. Tender documents now available. E.S.B. 9044/64.*

Iraqi Ports Administration:
Files. April 23. E.S.B. 9042/64.
Electrical Materials; Paper; Cotton Tape. April 23. E.S.B. 9025/64.*
Insulating Material. April 23. E.S.B. 9027/64.*
Files. April 23. E.S.B. 9026/64.*
Woollen Jerseys. April 16. E.S.B. 9041/64.
Paint. April 16. E.S.B. 9031/64.*
Medical Equipment. Tender documents now available. E.S.B. 7876/64.*
Zinc Plates for Steam Boilers. (Further Information.) E.S.B. 7884/64.

KUWAIT

Musical Instruments for Ministry of Education. April 28. E.S.B. 9411/64.
Rope for Kuwait Oil Company Ltd. April 19. E.S.B. 9100/64.*
Ministry of Electricity and Water:
Electrical Fittings. April 29. E.S.B. 9402/64.*
Lighting Fittings. May 3. E.S.B. 9404/64.*
Line Equipment. May 10. E.S.B. 9405/64.*
Chlorine Plant Extension. May 6. E.S.B. 9099/64.*
Wooden Poles. April 19. E.S.B. 9401/64.*
Boiler Suits; Protective Clothing and Equipment. April 15. E.S.B. 9403/64.*

NEW ZEALAND

General Post Office:
Electrical Parts for Frequency Measuring Equipment. April 24. E.S.B. 9407/64.*
Relays. April 23. E.S.B. 9063/64.*
Voltage Measuring Instruments. April 23. E.S.B. 9062/64.*
Bituminous Tape. April 22. E.S.B. 9061/64.*

NYASALAND

Medical Buying Board:
Disinfectant. April 24. E.S.B. 9093/64.*
Intravenous Solutions; Disposable Administration Sets. April 24. E.S.B. 9094/64.*

PAKISTAN

Cement for Directorate of Supply. April 15. Tender documents (Official tender notice) available. E.S.B. 9467/64.*
Diesel Tractors for Karachi Port Trust. May 8. E.S.B. 9078/64.
Railway Carriage and Wagon Factory for East Pakistan Railway. June 15. E.S.B. 9032/64.*
West Pakistan Railway Board:
Diesel Railcars and Carriages. (Further Information.) Tender documents now available. E.S.B. 8490/64.*
Vacuum Brake Fittings. April 15. E.S.B. 9476/64.*

Telegraph and Telephone Department:
V.H.F. Equipment. May 4. Tender documents now available. E.S.B. 8406/64.*
Air-conditioning Equipment. April 16. Tender documents now available. E.S.B. 8468/64.*
Air-conditioning Equipment. April 16. Tender documents now available. E.S.B. 8469/64.*

PHILIPPINES

Cement for National Waterworks and Sewerage Authority. (Pre-qualification.) June 9. E.S.B. 9088/64.

PORTUGUESE WEST AFRICA

Water Meters for Director of Ports, Railways and Transport. April 23. E.S.B. 9023/64.

SOUTH AFRICA

Stationery Sundries for Natal Provincial Administration. April 22. E.S.B. 9408/64.*

SOUTHERN RHODESIA

Magnesium Anodes for City Engineer's Department, Salisbury. April 21. E.S.B. 9087/64.*
Southern Rhodesia Government Tender Board:
Twine. April 24. E.S.B. 9477/64.*
Airmail Letter Forms. April 24. E.S.B. 9478/64.*

SPAIN

Water Supply; Workshops; Wharf Works for Junta de Obras y Servicios. April 28. E.S.B. 9058/64.
Ministerio de la Gobernacion:
Correspondence Classifying Machines. April 25. E.S.B. 9466/64.
Rolling Stock. (Advance Information.) Closing date not known. E.S.B. 9406/64.

THAILAND

Distribution Transformers for Metropolitan Electricity Authority. April 30. E.S.B. 8597/64 (D.L.F.).

TUNISIA

Electricity and Gas Equipment for Societe Tunisienne de l'Electricité et du Gaz. (Advance Information.) Closing date not known. E.S.B. 8901/64.*

TURKEY

Oscilloscope for Turkish Maritime Bank. April 14. E.S.B. 9085/64.*

UNITED STATES OF AMERICA

Shunt Capacitor Equipment for Bonneville Power Administration, Oregon. May 12. E.S.B. 8594/64.*

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (CITy 5757, Ext. 427). Please quote reference numbers in all inquiries.

Afghanistan
Inquiry for petrol pumps. (E.S.B. 9310/64.)

Australia
Agency inquiry for electrical equipment. (E.S.B. 9148/64)
Agency inquiry for steel chain. (E.S.B. 4086/64.)
Inquiry for tape. (E.S.B. 9231/64.)
Inquiry for building supplies; hardware; light engineering products. (E.S.B. 8926/64.)
Manufacture under licence – flash light road signs. (E.S.B. 9120/64.)

Belgium
Market report on gloves. (E.S.B. 24295/63.)

Bulgaria
Inquiry for confectionery; footwear; raincoats; shirts. (E.S.B. 9253/64.)

Canada
Inquiry for telecommunications research equipment; photographic equipment. (E.S.B. 8141/64.)
Inquiry for brassware. (E.S.B. 9134/64.)

Denmark
Inquiry for textiles. (E.S.B. 8794/64.)

Denmark/Cameroon
Trade Agreement. (C.R.E. 6331/G.)

Ecuador
Inquiry for tippers. (E.S.B. 8702/64.)

Fiji
Agency inquiry for yeast. (E.S.B. 9195/64.)

Finland
Agency inquiry for textiles. (E.S.B. 32070/63.)

France
Agency inquiry for cutlery; giftware; manicure sets; smokers' requisites. (E.S.B. 9524/64.)
Agency inquiry for woollen cloth. (E.S.B. 9325/64.)
Agency inquiry for carpets. (E.S.B. 8836/64.)
Inquiry for builders' hardware; cattle troughs; pumps; sanitary ware. (E.S.B. 7693/64.)
Inquiry for fire-fighting equipment; machinery and plant; highway control and lighting equipment; urban heating equipment. (E.S.B. 9277/64.)
Inquiry for Scotch whisky. (E.S.B. 8742/64.)
Market report on Reims and its region. (E.S.B. 9135/64.)

Germany
Agency inquiry for excavators. (E.S.B. 71505/63.)
Agency inquiry for babies' pants and bibs; rubber rings; adhesive foils. (E.S.B. 9528/64.)

Part of one of the two animal feed plants built in Nigeria by Simon Barron Ltd., Glocester, to the order of Livestock Feeds Ltd. One plant is at Ikeja, near Lagos in western Nigeria, and the other is at Aba in the eastern region. This photograph was taken during the recent visit to the installation of the Nigerian 'Miss Agriculture.'

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11 **Telephone: PARK 5087 and 7163**

Agency inquiry for lambskins. (E.S.B. 9501/64.)
Inquiry for aluminium tubing for aerials. (E.S.B. 9365/64.)
Inquiry for gardening equipment. (E.S.B. 9361/64.)
Inquiry for women's woollen hose. (E.S.B. 9154/64.)
Inquiry for shopping bags. (E.S.B. 8176/64.)
Inquiry for travel and shopping goods. (E.S.B. 9521/64.)
Inquiry for aquarium equipment; gardening tools; zoological equipment. (E.S.B. 1240/64.)
Inquiry for footwear. (E.S.B. 9142/64.)

Ghana
Market report on footwear. (E.S.B. 6138/64.)

Israel
Agency inquiry for electronic instruments and components. (E.S.B. 9239/64.)
Inquiry for simulated car driving equipment. (E.S.B. 9220/64.)

Italy
Agency inquiry for knitwear; rainwear; ties. (E.S.B. 9198/64.)
Agency inquiry for chemicals; electrical appliances; fuel oil additives. (E.S.B. 8846/64.)

Italy/Japan
Trade Agreement. (C.R.E. 3628/G.)

Jamaica
Blackboard chalk. (E.S.B. 6316/64.)

Japan
Agency inquiry for flash trimmer for welding. (E.S.B. 8958/64.)
Inquiry for domestic gas appliances; liquid gas equipment. (E.S.B. 8874/64.)

Madeira
Inquiry for fishing lines. (E.S.B. 8994/64.)

Malaysia
Agency inquiry for blankets; elastic braids; handkerchiefs; linoleum; talcum powder. (E.S.B. 9586/64.)
Inquiry for machinery and plant. (E.S.B. 8930/64.)
Light industries. (E.S.B. 8930/64.)

Mexico
Agency inquiry for centrifuges. (E.S.B. 9346/64.)

New Zealand
Inquiry for textiles. (E.S.B. 9563/64.)

Norway/Roumania
Trade Agreement. (C.R.E. 6249/G.)

Nyasaland
Inquiry for bunting; flags; decorative material. (C.R.E. 12088/63.)

Portuguese West Africa
Import licences. (C.R.E. 4572/62.)

Saudi Arabia
Inquiry for medical supplies. (E.S.B. 7578/64.)

These eight control panels, nearing completion at the Bedford works of Brookhirst Igranic, are complementary to six ordered earlier by Decca Navigator Limited. They are for navigational aid transmitting stations in the United States. Each portable panel permits the transmitters to be powered by mains supply, motor alternator or batteries.

South Africa
Agency inquiry for fire-fighting equipment; fluid seals. (E.S.B. 9297/64.)
Inquiry for domestic appliances; hardware; textiles; toys. (E.S.B. 8810/64.)
Inquiry for leather. (E.S.B. 35271/63.)
Manufacture under licence – synthetic resins. (E.S.B. 8235/64.)

Spain
Manufacture under licence - flexible metal containers. (E.S.B. 9648/64.)
Manufacture under licence – pumps; valves. (E.S.B. 9532/64.)

Sweden
Inquiry for circuit breakers. (E.S.B. 9219/64.)

Switzerland
Agency inquiry for knitwear; sportswear. (E.S.B. 8989/64.)
Agency inquiry for chemicals; insulation materials; textile finishing machinery. (E.S.B. 8708/64.)
Inquiry for marine turn buckles. (E.S.B. 9658/64.)

Turkey
Inquiry for earthmoving machinery and equipment; mobile workshops; vehicles. (E.S.B. 9174/64.)

Turkey/Bulgaria
Trade Agreement. (C.R.E. 5738/G.)

Uganda
Inquiry for machinery and plant – further information. (E.S.B. 7460/64.)

United States of America
Inquiry for petrol engines; transmissions; clutches. (E.S.B. 8940/64.)
Inquiry for sub-assemblies for vending machines. (E.S.B. 39150/63.)
Inquiry for marine supplies; steel bars; pipes; ship board hardware and equipment; communications equipment. (E.S.B. 4897/64.)
Inquiry for confectionery. (E.S.B. 9271/64.)
Inquiry for plastics disposable tooth brushes; tooth paste. (E.S.B. 9181/64.)
Manufacture under licence – industrial processes and products. (E.S.B. 9234/64.)
Manufacture under licence – drive systems; gear motors; measuring equipment; railway electronics systems; refractory materials. (E.S.B. 9577/64.)
Visits of buyers. (E.S.B. 1887/64.)

EXPORT DRIVE

For trade with the East consult

THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 branches in twenty-seven territories as shown in the map above.

THE CHARTERED BANK
Head Office: 38 Bishopsgate, London, E.C.2.
Manchester Office: 52 Mosley Street, Manchester, 2.
Liverpool Office: 28 Derby House, Exchange Buildings, Liverpool, 2.

THE EASTERN BANK LIMITED
Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA) • THE IRANO BRITISH BANK (INCORPORATED IN IRAN)

Export tours of UK businessmen

The United Kingdom businessmen listed below are among those who will be calling, or who have recently called, at H.M. Government's overseas posts during their current visits to export markets. Overseas Officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London, E.C.4. At the same time they are invited to send advanced details of their overseas tours to the Editor for publication in the Board of Trade Journal.

East-West trade tour

Mr. W. Fisher of English Exporters (London) Ltd., was expected to return to the United Kingdom on March 26 after a visit to Rumania, Czechoslovakia and Hungary to investigate the possibilities of an increased East/West trade. Mr. Fisher was one of the representatives of the British Export Houses Association at a meeting of the Stockholm Club's East/West trade Committee held in The Hague on February 27 and 28.

Selling industrial valves

Mr. J. H. Attwood, manager, European Sales, Audco Ltd., Newport, Shropshire, left London on March 16 for Spain where he is investigating the market for the firm's industrial valves which are used primarily by the chemical and petroleum industries. At the present 55 per cent of the firm's production is exported directly to world-wide markets, principally to those in Europe.

Diesel engines in Australia

Mr. Monty Prichard, managing director of F. Perkins Ltd., Peterborough, left the United Kingdom on March 6 to start a fortnight's business visit in Australia. His firm is already associated with Australian industry through its manufacturing and sales organization, F. Perkins (Australia) Pty. Ltd., of Dandenong, Victoria. Perkins diesels for tractors and combines, trucks, coaches, vans, boats, etc., will be on display at the British Exhibition and during the British fortnight at Sydney from September 25 to October 10. Mr. Prichard is also visiting Singapore, India and North America.

Export sales in the Americas

Miss A. V. Cohen, The Valor Company Ltd.'s newly appointed export sales manager for the Americas, has started a three months' tour of the South and Central American republics and of the Caribbean countries. She will visit established Valor agents and will in particular be pushing sales of the company's latest garden product—the Multi-spray. Valor have produced a multilingual sales brochure to assist the export sales of this tool. Miss Cohen's visit to Barbados will coincide with a joint promotional campaign with Esso Standard Oil S.A.

Tour of South African subsidiaries

Mr. Drummond Angus, a managing director of George Angus and Co. Ltd., left London Airport on March 2 on a four week tour of the Rhodesias and South Africa. During his visit Mr. Angus has been visiting the Angus subsidiary companies in these countries and has held policy and sales meetings with management and sales staffs. He has been accompanied by Mr. T. W. Conway, the assistant financial controller of the Angus Group, who has been investigating the financial aspects of the subsidiaries' stocking and marketing activities.

Paints and varnishes sales promotion

Mr. A. Mitchell, export manager, Leyland Paints Ltd., Preston, Lancs, left London Airport on March 17 for Freetown on the start of a 3-month tour of markets in Africa, the Middle East, Asia and the Far East. Mr. Mitchell intends to visit the firm's overseas agents, to promote sales and to survey the market for the firm's paints, varnishes and wallpapers. He is expected to return to the United Kingdom on June 2.

Export manager's world trip

Mr. Douglas Pattinson, export manager of Bourjois Limited, Croydon, Surrey, started a round-the-world trip on March 10. His intention is to discuss expansion plans with agents and customers and to visit all the Bourjois perfume and cosmetic factories. Mr. Pattinson will visit Pakistan, India, Thailand, Malaya, Singapore, Australia, New Zealand and the Pacific Islands.

Marketing prospects in Ethiopia

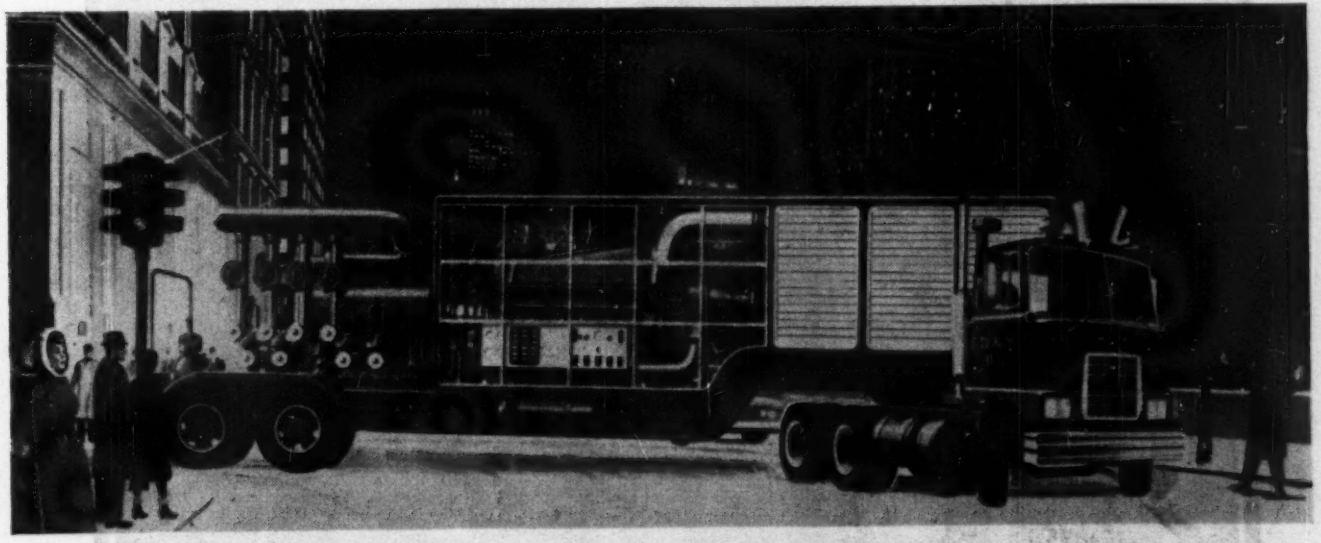
Mr. R. C. Harrison-Topham, export sales manager of Blundell, Spence and Co. Ltd., paint manufacturers, visited Addis Ababa from March 25 to 30 to determine the prospects for his firm's industrial, domestic and marine products in Ethiopia.

Insulation boards for Middle East

Mr. R. R. Taylor, export manager of Venesta Manufacturing Ltd., Erith, Kent, arrived in Lebanon on March 8 to start a tour of Syria, Iraq, Kuwait, Bahrein, Abu Dhabi, Qatar, Saudi Arabia, Aden and Sudan. Mr. Taylor will investigate the local market for insulation building boards and laminates (e.g. rigid foamed polystyrene bonded between two sheets of hardboard). Mr. Taylor speaks fluent Arabic.

Plastics manufacturer's Libyan tour

Mr. G. G. Low, managing director of Gordon Low Plastics Ltd., Horsham, Sussex, left for Libya on March 2 to investigate water and irrigation schemes and to contact the instigators of the £10 million water scheme under the Libyan Five Year Plan. Mr. Low's company specializes in supplying 'one off' orders for reservoir linings in p.v.c., and other plastic and butyl rubber sheetings.



An artist's impression of the new 2,400 h.p. 'Deltic' diesel engine to be supplied by D. Napier & Son Ltd., of Acton, a member of the English Electric Group of companies, which will drive what is claimed to be the world's most powerful fire pump to be built for the City of New York. To cost over £300,000 the new Super Pumper will be able to pump as much as 8,800 gallons of water per minute, nearly nine times the rate of flow obtained with the average pumper now in use.

Although at present not many British products are sold in this leading Moscow store, the very size of the Russian market offers great opportunities for exporters of both capital and consumer goods. The Information Department of Martins Bank, in co-operation with Overseas Branches in London, Liverpool and Manchester, is in touch with economic and trading conditions all over the world and will report in detail on any aspect of a market on which a customer may wish to be informed. Their services are available through any of the 650 branches of Martins Bank.

Martins Bank Limited

Do GUM's of Moscow stock your product?

The G.U.M. Store in Moscow

AC7

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Tariff review

THE INDUSTRIAL Development Authority in the Irish Republic have announced that by direction of the Minister for Industry and Commerce, they will undertake a review in accordance with the provisions of the Anglo-Irish Trade Agreement of 1938, as amended in 1948 and 1960, of the customs duties on the importation of goods of United Kingdom origin of the classes or kinds described below.

Tariff Reference	Goods	Rate of Duty
Ex 41.02 (B)	Sole leather	50%* or 6d.* per lb. whichever is the greater.
44.18	Reconstituted wood, being wood shavings, wood chips, sawdust, wood flour or other ligneous waste agglomerated with natural or artificial resins or other organic binding substances, in sheets, blocks or the like	25%*
60.04	Under garments, knitted or crocheted, not elastic nor rubberized: (A) (3) Shirts and shirt collars other than men's shirts not exceeding 8 shillings each in value and boys' shirts not exceeding 5 shillings each in value	30%*
61.03	Men's and boys' under garments (other than knitted or crocheted) including collars, shirt fronts and cuffs: (A) (3) Shirts and shirt collars other than men's shirts not exceeding 8 shillings each in value and boy's shirts not exceeding 5 shillings each in value	30%*
61.04	Women's, girls', and infants' under garments other than knitted or crocheted: (A) Shirts	30%*
82.09	Knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06:† (A) Domestic knives, butchers', fellmongers' and slaughtering knives.	25%*
	(B) Other	plus 50%* 50%*
82.10	Knife blades: (A) For the knives of heading No. 82.09 (A)	25%*
	(B) Other	plus 50%* 50%*
82.13	Other articles of cutlery: (A) Knives	50%*
82.14	Kitchen or tableware: (A) Knives, forks and spoons.	25%* plus 50%* or 4d.* each whichever is the greater.
82.15	Handles of base metal for articles falling within heading No. 82.09, 82.13 or 82.14	50%*

* All the duties quoted are now chargeable at the rates shown less 20% thereof.
† Tariff heading No. 82.06 refers to:
Knives and cutting blades for machines or for mechanical appliances.
There is no duty chargeable on these articles.

Any interested person, either on his own behalf or in a representative capacity, may make a submission to the Industrial Development Authority in relation to the subject matter of the review to which this notice relates.

Notice of intention to make a submission should be forwarded in writing not later than April 20, to:

Industrial Development Authority,
1 Mount Street Crescent,
Dublin 2.

(A brief preliminary notice about the review was published in the *Board of Trade Journal* on March 27.)

EUROPEAN ECONOMIC COMMUNITY

Translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to H.M. Stationery Office, P.O. Box 569, Cornwall House, London, S.W.1.

Regulation No. 91/63 To amend the Council's Regulation No. 89/63 of July 18, 1963, as regards the amount of the intra-Community levies chargeable on pigmeat preparations and preserves in trade between Belgium, Luxembourg and the Netherlands. Price 8d.

Regulation No. 99/63 Regarding the hearings provided for in Article 19(1) and (2) of the Council's Regulation No. 17. Price 8d.

Regulation No. 100/63 Laying down procedure for award of pensions to officials pursuant to Article 83(3) of the Service Regulations and for apportioning the costs of such award between the ECSC Pensions Fund and the EEC and EAEC Budgets. (This Regulation has also been published as Regulation No. 5/63/EURATOM of the European Atomic Energy Community). Price 8d.

Regulation No. 101/63 To amend the percentage factors to be applied in adjustment of officials' remuneration and pensions. (This Regulation has also been published as Regulation No. 6/63/EURATOM of the European Atomic Energy Community). Price 5d.

Regulation No. 113/63 On procedures for consideration and verification of requests for assistance from the European Social Fund. Price 8d.

Regulation No. 116/63 Laying down intra-Community levies on poultry eggs in shell. Price 8d.

Regulation No. 120/63 To abolish the supplementary amount of the levy on dried poultry egg yolks. Price 5d.

Regulation No. 121/63 To amend the Council's Regulation No. 37 concerning the criteria for fixing the threshold prices for certain categories of flour, groats and meal. Price 5d.

Regulation No. 122/63. To extend the term of validity of the Council's Regulations Nos. 156 and 10/63. Price 5d.

Regulation No. 123/63 To reduce the levies in relation to third countries on pigs and certain cuts of pigmeat for imports during December 1963. Price 5d.

PORTUGAL

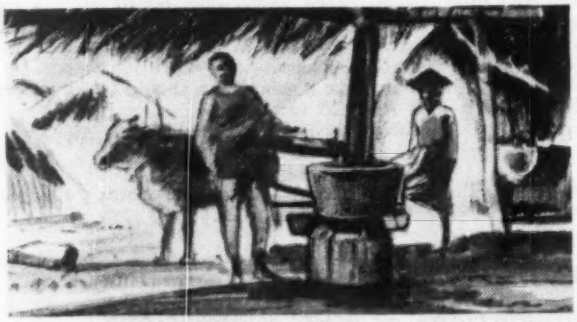
Drawback of import duty on nylon and rayon yarn

PORTUGUESE *Diario do Governo*, first series No. 30 of February 5, 1964 publishes Order No. 20,360 authorizing the importation under the drawback system of nylon and rayon yarns, classified respectively under tariff headings 51.01.02., and 51.01.03., for the manufacture of materials known commercially as 'cord fabrics' and intended for the manufacture of motor vehicle tyres for export.

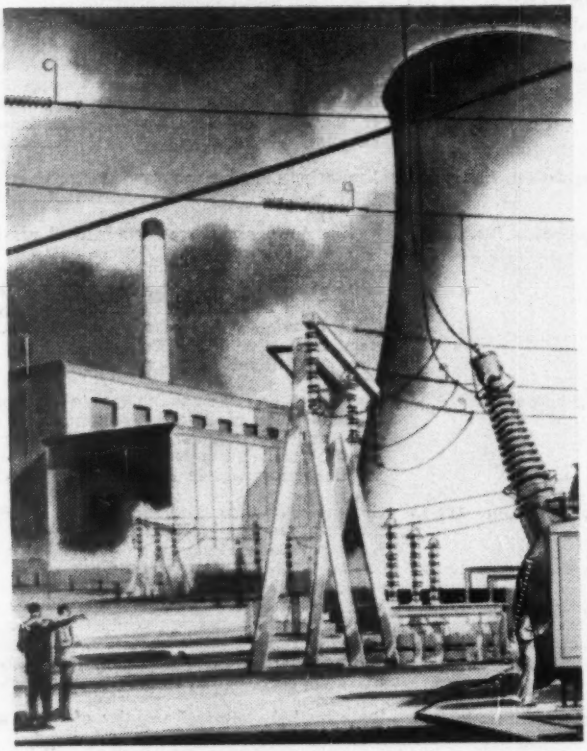
The duties to be refunded shall be those corresponding to the quantity of raw material imported and which is incorporated in the tyres for export.

The percentages to be adopted in calculating the refund of duties shall be determined in each case by Ministerial order.

(*Continued on page* 751)



DEVELOPMENTS IN THE EAST



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LEEDS	54 Merrion Street	'GATEJOHN'
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The drawback system shall only remain in force so long as the national industry does not produce the yarns referred to in paragraph 1 of this order.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460).

FRANCE

Modifications to customs duties

THE FRENCH *Journal Officiel* of March 17, announced the provisional reduction of the duty, until June 30, 1964, on the following items:

Tariff No.	Description	Reduced rate of duty
		Per cent
03.01	Fish, fresh (live or dead), chilled or frozen: B. Salt-water: I. Whole, headless or sliced: c. Other: 1. Sea-perch, sole, turbot and brill	17·5 the duty to be not less than 0·12 francs per kg. gross for sea-perch.
	2. Other	23·1 the duty not to be less than 0·08 francs per kg. gross for red-fish, dentex, grouper and dogfish.
03.03	Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, dried, salted or in brine; crustaceans in shell, simply boiled in water: A. Crustaceans: I. Spiny lobsters and lobsters: a. Spiny lobsters: 1. Whole	21 the duty to be not less than 0·70 francs per kg. gross.
	2. Tails	24·5
	3. Other parts	7
	II. Crabs, shrimps, prawns and freshwater crayfish: a. Common shrimps and prawns: 3. Other	7 for pink shrimps and prawns and 'royal' shrimps and prawns.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

SPAIN

Opening of global quotas

THE LIST of Spanish global quotas for 1964 was published in the *Board of Trade Journal* of February 21 (pages 430 and 431).

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

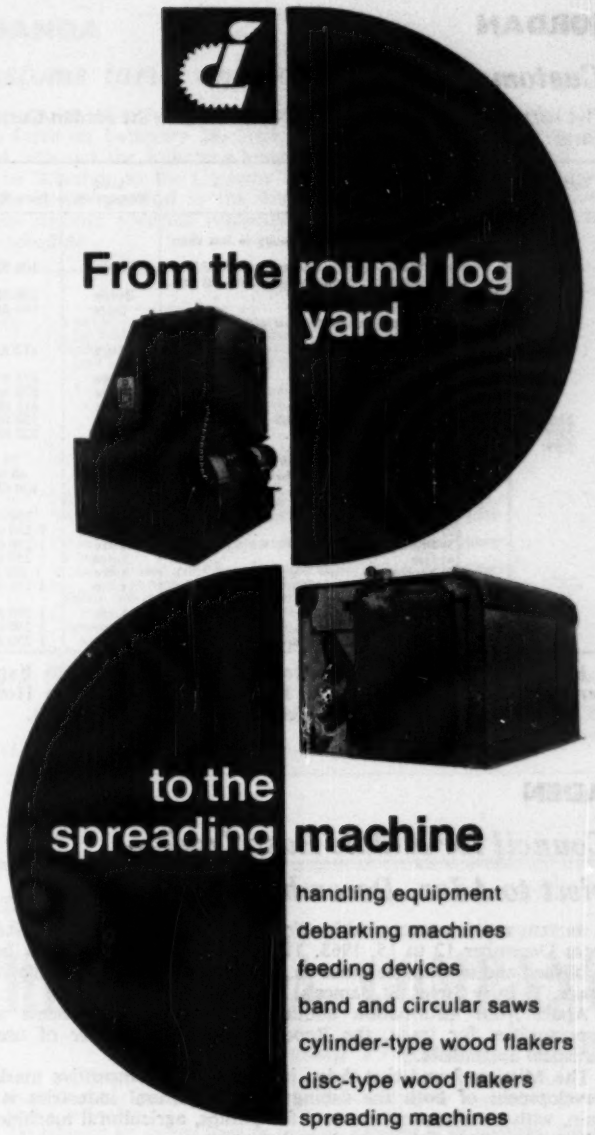
Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		Pesetas	
11	Inorganic chemical products	16,500,000	April 20
12	Organic chemical products	40,500,000	April 20
18	Condensation, polycondensation and poly-addition products	90,000,000	April 20
47	Hand tools	39,000,000	April 20
48	Cutlery and table sets of iron or steel	6,000,000	April 20
62	Fire-engines and parts for their manufacture	10,000,000	April 15
64	Phonographs, dictaphones and other apparatus for sound recording and reproduction	3,500,000	April 15
65	Sound recordings	3,500,000	April 15

FEDERAL REPUBLIC OF GERMANY

Foodstuffs regulations

THE TEXT of a Federal German order amending the Preservatives Order (*Konservierungsstoff – Verordnung*) of December 19, 1959 is published in *Bundesgesetzblatt* Part I No. 11 of March 14. The order relates to the use of hexamethylenetetramine as a protective agent.

Any inquiries regarding this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449).



JORDAN

Customs tariff

THE FOLLOWING amendments have been made to the Jordan Customs Tariff:

Tariff No.	Article	Unit Perception	New Rate
22/3	Beer:		
	(a) In containers whose capacity is less than 1 litre:		
	(1) In bottles of capacity less than half litre	Bottle	106 fils
	(2) In bottles of capacity half litre but less than one litre	Bottle	138 fils
	(b) Others	Litre	163 fils
22/5	Wine of fresh grapes; grape must with fermentation, etc.:		
	(a) Wine	Litre	412 fils
	(b) Sparkling wine:		
	(1) Champagne	Litre	875 fils
	(2) Others	Litre	875 fils
	(c) Others	Litre	412 fils
22/6	Vermouths and other wines, etc.	Litre	750 fils
22/7	Other fermented beverages, etc.	Litre	225 fils
22/9	Ethyl alcohol undenatured, etc.:		
	(a) Ethyl alcohol undenatured, etc.:		
	(1) For industry relating to excise fees	Litre	40 fils
	(2) Others	Litre	100 fils
	(b) Spirituous beverages:		
	(1) Arak	Litre	750 fils
	(2) Whisky	Litre	1·250 fils
	(3) Brandy	Litre	1·250 fils
	(4) Gin	Litre	1·250 fils
	(5) Vodka	Litre	1·250 fils
	(6) Others	Litre	1·250 fils
	(c) Spirituous beverages, sweetened and aromatized	Litre	1·250 fils
	(d) Other spirituous preparations	Litre	1·250 fils
	(e) Compound alcoholic preparations	Litre	1·250 fils

Inquiries concerning this notice should be addressed to Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Extn. 460-462).

ADEN

Council for Middle East Trade—visit to Aden, December, 1963

A BRITISH TRADE MISSION, led by Sir Tom Hickinbotham, visited Aden from December 12 to 15, 1963. The Mission's report has now been published and is available, price 3s., from the Council for Middle East Trade, 33 Bury Street, St. James's, London, S.W.1.

Apart from information about the colony, developments and opportunities for trade, the Report contains a number of useful statistical appendices.

The Mission found that Aden is now a very competitive market. Development of both the fishing and agricultural industries is in train, with a consequent demand for pumps, agricultural machinery, fishery equipment, fishing boats and engines.

Under the heading 'General Conclusions and Recommendations', the Mission suggest that (a) capital and labour are likely to be released by a run down of the building industry and this could be used to establish local industries: (b) British firms might participate in joint ventures where local capital is being invested in State and Federal development schemes: (c) there is probably scope for credit terms where capital cannot be found for major projects, e.g. electricity supply schemes.

IRAQ

Health restrictions on visitors

THE IRAQI Authorities have decided to impose health restrictions against cholera on all travellers by air and sea from Saigon to Iraq. Such travellers are required to produce a one-dose anti-cholera international certificate of inoculation.

Similar health restrictions imposed on travellers to Iraq from Hong Kong have now been abolished.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2357).

Information for visitors to Iraq

A NOTICE was published in the *Board of Trade Journal* of March 20, giving information about regulations affecting visitors to Iraq.

An amendment has been made to these regulations which now state that a visitor does not have to register or obtain an exit visa if his stay in Iraq does not exceed 15 days.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2357).

REPUBLIC OF MAURITANIA

Global quotas, 1964

IT HAS BEEN announced in Nouakchott, Mauritania that the following quotas are available to established importers for the current year for countries outside the European Economic Community (for which separate allocations have been made):

Values in French francs, £1 = 13·82F.)

Quota No.	Description	Quota Values
1	Dairy produce	142,500
2	Cereals (other than wheat)	95,000
3	Beer	47,500
4	Various drinks:	
	A. Whisky and gin	266,000
	B. Others	76,000
5	Fine sugar and sugar products	47,500
6	Other food products and preparations:	
	A. Tea	8,100,000
	B. Others	760,000
7	Tobacco, cigarettes	13,300
8-9	Salt, cement, sulphur, coal, cast-iron, metals	15,200
11, 12, 13, 14	Pharmaceutical products, plastics, chemicals, and rubber	81,700
15	Printed cotton fabrics	155,800
16	Cotton fabrics, not printed	266,000
17	Jute fabrics and bags	P.M.
18	Knitted goods, clothing	76,000
19	Household goods, utensils	361,000
20	Durable consumer goods, optical apparatus	19,000
21	Engines, apparatus, spares of engines for fitting out	988,000
22	Cars, cycles and spare parts	1,089,650
23	Spare parts for tractors	42,750
24	Miscellaneous (items not included under other quotas)	199,500

(P.M. = to be kept in mind).

The text of the announcement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

CAMBODIA

New import/export agency

FOLLOWING THE announcement of the Cambodian Head of State in November, 1963, that it was intended to nationalize the export/import business, a new State company, La Société Nationale d'Exportation et d'Importation (SONEXIM) located at 26 Boulevard Norodom, Phnom Penh, has been set up and charged with the entire responsibility for external commerce. Its functions will be (a) the export of all Cambodian produce, agricultural, industrial and handicrafts, (b) the import of all goods and services necessary to maintain the economic life of Cambodia, (c) storage and shipping, (d) the representation of all foreign overseas companies, (e) the exploitation of all licences and brand names in any form, (f) the establishment of all branches and agencies necessary to its activities in Cambodia, (g) local agencies and purchases overseas, (h) more generally, for all industrial, commercial and financial activities directly or indirectly concerned with the needs of the community.

All inquiries regarding this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2227), quoting reference CRE 5084/61.

NORTHERN RHODESIA

Duty payable by specified countries

THE CUSTOMS AND Excise Duties (Amendment) (No. 3) Order, 1964, published as Northern Rhodesia Government Notice No. 121 of February 24, provides that goods grown, produced or manufac-

tured in Ghana, Nigeria, Sierra Leone, Kenya and Zanzibar shall be liable to duty at the rates appearing in Column D of the customs tariff on importation into Northern Rhodesia. Imports from Kenya and Zanzibar are therefore accorded the same treatment as they received prior to the achievement of independence by these countries in December 1963. Prior to the dissolution of the Federation of Rhodesia and Nyasaland imports from Ghana, Nigeria and Sierra Leone were accorded Column C treatment.

The Order also provides that goods grown, produced or manufactured in the Sudan shall receive Column C treatment. Previously imports from this country were charged Column B rates of duty.

Suspensions of duty

THE CUSTOMS and Excise (Suspension) (Amendment) (No. 4) Regulations, 1964, published as Northern Rhodesia Government Notice No. 146 of March 10, amend the First Schedule to the Customs and Excise (Suspension) Regulations, with effect from January 1, by the insertion of the following item:

			Duty A	Duty B	Duty C	Duty D
78 (b)	Manilla rope . .	*ad val.*	10%	Free	Free	Free

SOUTHERN RHODESIA

Proposed customs tariff amendment

SOUTHERN RHODESIA Government Notice No. 473 of March 20 states that the Government is considering amendment of the customs tariff on bicycles and tricycles. The effect of the amendment will be to increase the duty on each vehicle by £1 with the exception of those which are imported without tyres and tubes and those which are second-hand or have one or more wheels of a diameter of less than 24 inches. The intention is to encourage importers of new bicycles and tricycles to fit locally manufactured tyres and tubes.

Where British trade organizations are thought to be interested in the proposed tariff amendment they are being informed and it is suggested that any British firm wishing to make representations to the Ministry of Trade, Industry and Development and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Southern Rhodesian Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1, Victoria Street, London, S.W.1, quoting reference CRE 4125/64. The closing date for the receipt of representations by the Southern Rhodesian Authorities is May 1, 1964.

GHANA

Import licensing—Exchange Control

THE GHANA Exchange Control Committee have announced in the *Commercial and Industrial Bulletin* of March 20 that with effect from April 1, 1964, all imports under Import Licences issued and valid for shipments during 1964 must be financed on the basis of sight or acceptance Documentary Credits established by the importers or the buyers with any Bank of Ghana.

In the case of Acceptance Documentary Credits, that is, where the documents to be negotiated under the Credit will be handed over to the Importer by acceptance of usance drafts, prior consent of the Exchange Control should be sought by the opening Bank for a credit ceiling in respect of the individual importer before such Credits are established.

Authorized Dealers are empowered to effect payments without prior reference to the Control against shipping documents received for collection from Overseas Banks or Remitters (that is, other than under a Documentary Credit) if the relative Bill of Lading, Air Consignment Note, or Parcel Post Receipt is dated on or before March 31, 1964.

This confirms the information given by the British Trade Commissioner, Accra, which was published in the *Board of Trade Journal* of March 20 (page 650).

UGANDA

Customs tariff amendments

THE UGANDA CUSTOMS TARIFF (Amendment) Bill 1964, which came into force on February 26, 1964, by Statutory Instrument No. 43, 1964, sets out the following amendments to the Customs Tariff.

The Schedule to the Customs Tariff Act is amended in relation to the items specified in the first column of the schedule below in the manner specified respectively in the remaining columns of the schedule.

Item No.	Article	Import Duty
40	Insert after paragraph (c) the new paragraph following: (d) Tracing cloth or tracing linen . . . *ad val.*	25%
42	Delete paragraph (a) and substitute therefor the new paragraph (a) Fishing nets and netting (not including anglers' landing nets): (i) Knotted gill fishing nets of two-ply to fifteen-ply, of stretched meshes one inch to seven-and-a-half inches, manufactured from man-made multi-filament fibres *ad val.*	12½%
	(ii) Other	Free
48	(f) Insert immediately after the word 'tricycles' which appears in line 1 of paragraph (f) the words 'specified in sub-item (e) above.'	
50	Add immediately after the word 'slings' the words 'and pallets.'	
58	Add immediately after the word 'metal' which appears in paragraph (g) the letters 'n.e.s.'	
	Insert immediately after paragraph (m) the new paragraph following: (n) Mild steel strips, bars, rods and angles excluding round bars of ⅛ inch diameter or less imported in coils. . . *ad val.*	17½%
81	Delete sub-items (d) and (g) and re-letter sub-items (e) and (f) as sub-items (d) and (e) respectively.	
91	Insert the new item following: Lime, building plaster, gypsum and plaster of paris, not for medical purposes . . . . . *ad val.*	25%
	Insert the new item following:	
135 A	Envelopes	Per 1,000, Shs. 4 (or 25% *ad val.* whichever is the greater)
165	Delete the words 'or similar film' which appear in paragraph (g).	

Advertisement of Company Meeting.

THE UGANDA COMPANY

Continued Steady Progress

The 61st annual general meeting of The Uganda Company Limited will be held on April 9 in London.

The following are extracts from the circulated statement of the chairman, The Rt. Hon. Earl De La Warr, P.C., G.B.E.:

The Directors are recommending that the final dividend is increased from 6 per cent to 7 per cent. We are still in a position where capital for expansion must be obtained primarily from the Company's own resources, and we must continue for some little time to build up our financial position out of retained profits.

Our accounts for the last five years have shown a steady and continuing improvement. For the year 1962/63 they show a consolidated profit of £364,620, against the previous year's profit of £348,905. This has been due in part to an increase in trading activities.

It is always difficult to make predictions for the current year, as we are very dependent upon weather and other factors outside our control. However, if the remainder of the year continues in the pattern set by the early months we hope to achieve results which compare well with last year.

Referring to development capital, the chairman said: It is a great pity that more Ugandans do not put more of their savings into companies which are developing the resources of their own country. If they did, they would both contribute to and share in her increasing prosperity. As it is, development capital has to come mainly from outside sources.

I see the newly developing Africa as one of the really exciting events of our generation, and I should like to see her able to borrow money for development as easily and as cheaply as do the more highly developed countries, whose needs are less desperately urgent. The rates that these countries pay are probably about half what Africa has to pay for her capital, because they offer what all wise investors most value, stability and security. The Uganda Company's shares stand above par, and that is at least partly because Uganda inspires greater confidence than do some others on the continent in which we work. Even so, it would not be easy to raise money cheaply for development in Uganda on the open market today.

We, that is both Uganda and The Uganda Company, have made immense progress during the last few years; but this must be used as a stepping stone to further progress.

It is certainly our duty and our interest as a company to continue to work with the Government and people of Uganda in the exciting task of its yet greater development; and to do all in our power to add yet further to the confidence that she already inspires and the steadily increasing prosperity which she enjoys.

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AT ALBYN PLANT DEPOT, BROXBURN, WEST LOTHIAN, on

WEDNESDAY 15th and THURSDAY 16th APRIL, 1964, AT 10.30 a.m. EACH DAY

SHIRLAW, ALLAN & CO., AUCTIONEERS, HAMILTON, have received instructions from Messrs. A. M. Carmichael Ltd., 9 Ainslie Place, Edinburgh, due to completion of various Contracts, to Sell, by Auction, as above.

ON VIEW DAY PRIOR TO SALE

CATALOGUES FROM AUCTIONEERS

HAMILTON, MARCH 1964.

BRITISH SOLOMON ISLANDS PROTECTORATE

Revised customs tariff

THE BOARD OF TRADE has received a copy of a revised Customs Tariff for the British Solomon Islands Protectorate, which may be seen at Export Services Branch, Board of Trade, Room E.48, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF KOREA

Health and Sanitary Certificate

IT HAS been announced by the Government of the Republic of Korea that a Health and Sanitary Certificate is now required for all exports of plants and vegetable products to the Republic of Korea.

JAPAN

Liberalization

THE FOLLOWING items have been liberalized by the Japanese Government with effect from February 28:

Tariff No.	Item	Old System	New System
2819	Zinc oxide and zinc peroxide	Negative	A.F.A.
2827	Lead oxides	Negative	A.F.A.
2842-5	Basic lead carbonate	Negative	A.F.A.
7801-1	Lumps of lead	Negative	A.F.A.
7801-2	Lead waste and scrap	Negative	A.F.A.
7803	Plates, sheets and strip, of lead	Negative	A.F.A.
7805	Tubes, pipes and hollow bars of lead, and joints, elbows and other tube and pipe fittings, of lead	Negative	A.F.A.
7901-1	Lumps of zinc	Negative	A.F.A.
7901-2	Zinc waste and scrap	Negative	A.F.A.
7903-1	Plates, sheets and strip, of zinc	Negative	A.F.A.
7903-2	Zinc foil (excluding foil for stamp) zinc powders and flakes	Negative	A.F.A.

AUSTRALIA

Dumping duties on woven cotton tape

WOVEN COTTON TAPE classifiable under Tariff Item 482(B) (6) (c) imported into Australia has recently been made the subject of a dumping duty under the Customs Tariff (Dumping and Subsidies) Act 1961. It is understood that tape exported from the United Kingdom is not affected at present.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 13668/63.

BRITISH TRADE MAGAZINE IN JAPAN

H.M. Embassy at Tokyo announce that one of their commercial publications is British Trade and Industry, *a quarterly magazine in Japanese of which about* 1,300 *copies are distributed to leading Japanese industrialists throughout the country.*

British Trade and Industry *is financed, in part, by the advertisements placed in it by individual firms. Hitherto, these advertisements have only been taken by local British firms in Tokyo, but firms in the United Kingdom are now invited to take space.*

The cost of these advertisements, per issue of the magazine, are £12 *and* £20 *for a half page and a full page* (10*in.* x 7*in.*) *respectively. They are printed in black and white, and are normally done in the form the advertiser sends his copy (the Embassy can have it translated into Japanese for him if he wishes).*

Advertising copy for the winter issue must *be sent to the Embassy by November* 25*; for the spring by February* 25*; for the summer by May* 25*; for the autumn by August* 25. *The address is: Commercial Department, British Embassy,* 1 *Ichibancho, Kojimachi Chiyoda-ku, Tokyo.*

ARGENTINA

"Aforos" for imports

ARGENTINE CUSTOMS ADMINISTRATION Resolutions Nos. 34-39 of January 21, 1964, establish the following index prices ('aforos' – average valuations) on which surcharges and duties will be assessed:

Tariff No.	Item	Value C & F U.S. Dollars	Appraisement Unit
	Resolution No. 34		
4271	Ammonium thioglycollate, with concentration of up to 60%	1·400	1,000 kilos net
4271	Ammonium thioglycollate, with concentration more than 60%	2·530	1,000 kilos net
	Resolution No. 35	1·700	1,000 kilo net
4271	Thioglycollic and with concentration of up to 70%	1·700	1,000 kilo net
4271	Thioglycollic acid, with concentration of more than 70% and up to 80%	2·000	1,000 kilo net
4271	Thioglycollic acid, with concentration of more than 80% and up to 90%	2·270	1,000 kilo net
4271	Thioglycollic acid, with concentration of more than 90%	2·535	1,000 kilo net
	Resolution No. 36		
1698	Razor blades, 0·08 mm. thick	5·40	Gross kilo
1698	Razor blades, 0·10 mm. thick	4·80	Gross kilo
1698	Razor blades, 0·13 mm. thick	4·20	Gross kilo
1698	Razor blades, super blue type, blade of high speed carbon steel with special edge treatment	20·00	Gross kilo
1698	Razor blades, stainless steel with special fluorocarbon treatment	30·00	Gross kilo
3660-3661 / 3662-3663	One-piece safety razors, assembled	0·33	Each
3660-3661 / 3662-3663	One-piece safety razors, unassembled	0·22	Each
	Resolution No. 37		
4283	Methanol in drums	192·00	1,000 kilo net
	Resolution No. 38		
Without Tariff No.	Reclaimed rubber	0·24	Net kilo
671-672, 680-682, 684-717, 719	Footwear with rubber soles and uppers of canvas, cotton and other fabrics and for materials with the exception of leather, for walking, sporting activities and/or for general use for children and adults	4·86	Net kilo
655-670	Footwear for industrial use with rubber soles and uppers of rubber and/or rubber and fabric in natural and/or synthetic rubber for adults and children	4·59	Net kilo
Without Tariff No.	Footwear with soles and uppers of artificial plastic material, injection moulded and with or without interior fabric for children and adults	1·49	Net kilo
Without Tariff No.	Footwear with artificial or reclaimed leather; footwear with rubber or artificial plastic material (different from that covered by previous items above) for children and adults	8·55	Net kilo
	Resolution No. 39		
Without Tariff No.	Polyester polymers in chips, relative viscosity up to 1·30	1·70	Net kilo

Modifications to import lists

ARGENTINE Government Decree No. 577 of January 31, 1964, modifies as follows the lists attached to Decree No. 5439/59:

Tariff No. 4572 Fibre or pulp of wood excluding alphacellulose.
This item is hereby removed from list No. 2 (20 per cent surcharge).

Tariff No. 4572 Cellulosic fibre or pulp with alphacellulose content up to 89 per cent inclusive, determined in accordance with the Technical Association Pulp Paper Industry 203 M 58.
This item is hereby included in list No. 2 (20 per cent surcharge).

Tariff No. 4572 Alpha-cellulose.
This item is hereby removed from list No. 3 (40 per cent surcharge).

Tariff No. 4572 Cellulosic fibre or pulp with alpha-cellulose content over 89 per cent determined in accordance with the Technical Association Pulp Paper Industry 203 M 58.
This item is hereby included in list No. 3 (40 per cent surcharge).
For the purpose of the 89 per cent limit fixed in Articles 2 and 4 above the analytical results obtained in accordance with the Technical Association Pulp Paper Industry standard technique, whole numbers are expressed without decimals as follows:
Between 88·0 and 88·50 the figure is rounded off to 88.
Between 88·51 and 89·50 the figure is rounded off to 89.
Between 89·51 and 90·50 the figure is rounded off to 90.

Tariff No. 2598 Optical glasses for automobile head lamps.
This item is hereby included in list No. 3 (40 per cent surcharge).

Tariff No. 3915K Kraft paper and similar for the manufacture of condensers, of up to 508 mm. wide and up to 0.035 mm. thickness in bobbins, only.
This item is hereby removed from list No. 3 (40 per cent surcharge).

Tariff No. 3915K Kraft paper and similar for the manufacture of condensers and ignition bobbins of 700 mm. wide and up to 0·035 mm. thickness in bobbins only.
This item is hereby included in list No. 3 (40 per cent surcharge).
The above modifications will remain in force until the surcharges established by Decree No. 6771/63 become operative.

VENEZUELA

Import control and customs tariff and classification amendments

THE BRITISH EMBASSY in Caracas has reported that the Venezuelan Ministry of Finance and Development has issued the following resolutions:

1. Copper honeycomb fronting of radiators now comes under Tariff heading No. 699-29-20-10-C and is subject to a duty of 0·75 bolivars per kilo gross weight.
This resolution entered into force on March 10, 1964, but its measures are not applicable to those imports protected by Consular Invoices of which the date of certification was on or prior to March 10.

2. Paint brushes are now classified under heading 899-13-02 (sub-headings 899-13-02-1, -2, and -3 being suppressed), and are subject to a duty of 8·00 bolivars per kilo gross weight.
This resolution enters into force on April 3.

3. Certain items connected with the Graphic Arts have been reclassified as follows:

Item No.	Description	Duty in bolivars per gross kilo
641-02-01	Paper for books and other printed matter:	
641-02-01-1	Matt, glossed, glazed or goffered	0·30
641-02-01-4	Bond, ledger, mimeograph and the like	0·30
641-03	Common packing and wrapping paper, with or without advertising (kraft paper, straw paper and the like), n.e.s.:	
641-03-01	With printing (including gift wrapping paper)	10·00
892-09	Printed matter: illustrations on paper or paperboard, n.e.s.:	
892-09-01	Transfers (including those which can be transferred by heat)	20·00
892-09-11-1	Commercial advertisements (including maps with advertising on them):	
	(A) On paper	20·00
	(B) On card or paperboard	8·00

These changes come into force on April 3.

4. Customs duty will be raised on heading No. 699-29-13-2 – Electrodes of iron or aluminium – from 0·005 bolivars to 1·00 bolivars per kilo gross weight.
This resolution is effective from April 3.

5. Customs duties on certain non-alcoholic beverages will be amended as follows:

111-01-01-2	Mineral waters, n.e.s.	1·00
111-01-02	Aerated waters with or without flavouring	1·00

This resolution comes into force on April 3.

6. The grouping of refrigeration plant equipment for industrial uses has been reclassified as follows:

716-12-02	Refrigeration plant, including refrigerators and freezers for industrial uses; water coolers except those using ice:	
716-12-02-1	Milk coolers, electric	Free
716-12-02-2	Coolers for refreshing beverages (4)	0·40
716-12-02-3	Counters and freezers for meat and fish (4)	0·40
716-12-02-4	Refrigerators for fruit and vegetables (4)	0·40
716-12-02-5	Refrigerated showcases for florists and pastry shops (4)	0·40
716-12-02-6	Wine cellars, whether assembled or not; with or without refrigerating unit (4)	0·40
716-12-02-7	Machinery for refrigerating, freezing and for manufacturing ice or ice cream	0·01
716-12-02-8	Cooling coils	0·10
716-12-02-9	Water coolers (4)	0·40
716-12-02-10	Not elsewhere specified	0·40
716-12-02-19	Spare parts and accessories, n.e.s.	0·05

Those items marked (4) now require import licences.

Also the two new classifications following have been introduced:

732-06	Bodies, chassis without engines, frames and other spare parts and accessories, n.e.s. for road motor vehicles:	
732-06-15	Insulation bodies to conserve temperature	1·00
733-09	Road vehicles and other vehicles, animal or hand propelled, n.e.s. and spare parts therefor, including trailers:	
733-09-07	Insulated to conserve temperature	1·00

For those items classified under 716-12-02-2, -3, -4, -5, -6, and -9 (except for those imports protected by Consular Invoices dated on or prior to the date of the resolution) the effective date of the resolution is March 10, 1964.

The date of effect is April 3, 1964, for the items classified under 716-12-02-1 -7, -8, -10, -19, 732-06-15 and 733-09-07.

7. Safety glass for vehicles is now classified under 664-07-01 and will

VENEZUELA continued

need an import licence. All other items in the group – 664-07-01-1, 664-07-01-2, 664-07-02, 664-07-02-1 and 664-07-02-2 – have been suppressed.

Two new classifications, not requiring import licences, have been introduced as follows:

664-07 664-07-09	Laminated and other safety glass of any shape or size, unframed: Not elsewhere specified	1·00 plus 25% *ad val.*
665-09-05 665-09-05-6	Other articles of glass, n.e.s.: Of safety glass, for doors and windows: with or without frames	1·00 plus 25% *ad val.*

This resolution entered into force on March 10, 1964, for item No. 664-07-01, except for those imports protected by Consular Invoices certified on or prior to the date of the resolution. For all other classifications the date on which the measures take effect is April 3, 1964.

MEXICO

Import control

THE MEXICAN *Diario Oficial* published Decrees making goods under the following tariff headings subject to prior import licence. The Decrees are effective on the date of their publication.

Published September 26, 1963.

711.04.04 Incubators of a capacity of up to 3,000 eggs.
711.04.05 Incubators of a capacity of more than 3,000 eggs require prior import permit.

L.A.F.T.A. member countries do not require prior import permit.

Published October 31, 1963.

630.04.08 Paper or board for the manufacture of cards used in sorting machines, generally for accounting or statistical operations weighing from 160 to 170 grams per sq. m. and imported in reels measuring from 60 to 90 cm. in diameter and from 66 to 96 cm. in width, offering a resistance by the Mullen tester of more than 2¼ kilog. per sq. cm. for paper weighing 100 grams per sq. m.
670. 05.06 Sheets and plates of stainless steel, of any thickness, identifiable as not being attracted by a magnet.

Published November 11, 1963

500.05.02 Aluminium sulphate.
500.33.05 Aluminium/chromium sulphate (chrome aluminium) require prior import permit.

L.A.F.T.A. member countries do not require prior import permit.

Published November 26, 1963

679.01.04 Granular or powdered welding compounds with a basis of silica or manganese, used in the soldering and welding of metals following the submerged arc process.

Published December 14, 1963

(The goods included under the following tariff headings are already subjected to the requirement of a prior import permit. **This Decree is now made extensive to the Free Trade Zones of the country.**

670.04.00 Elbows, cross-pieces, T-pieces and connections, of iron or steel, neither galvanized nor tinned, up to 65 mm. in internal diameter.
670.04.01 Elbows, cross-pieces, T-pieces and connections, of iron or steel, tinned or galvanized, up to 65 mm. in internal diameter.
670.04.02 Elbows, cross-pieces, T-pieces and connections, of iron or steel, more than 65 mm. but not more than 30 cm. in internal diameter.
762.00.38 Generators or dynamos for direct electric current up to 32 volts, and separate parts thereof, identifiable as being exclusively for automobiles, except brushes, (the Decree is applicable only to magnetic fields).
762.00.42 Starter motors for direct electric current up to 32 volts, and separate parts thereof identifiable as being exclusively for automobiles, except brushes. (The Decree is applicable only to magnetic fields).

Published January 9, 1964

715.04.02 Hammer mills, driven by mechanical means, used in various industries except those included under heading 712.01.02.

Published January 16, 1964.

712.01.02 Construction materials grinding or crushing machines, weighing each up to 25,000 kilog.
712.01.08 Construction materials grinding or crushing machines, weighing each more than 25,000 kilog.
714.00.00 Agitators for all kinds of fodder flours and their separate and spare parts, identifiable by means of catalogues or illustrated pamphlets.
714.00.02 Sprout-removers for all kinds of grains and their separate and spare parts, identifiable by means of catalogues or illustrated pamphlets.
714.00.03 Detachers of caked products derived from the grinding of grains, identifiable by means of catalogues or ilustrated pamphlets.
714.00.04 Vertical and horizontal centrifugal brushes for products derived from the grinding of grains and their separate and spare parts, identifiable by means of catalogues or illustrated pamphlets.
714.00.06 Sifters and bolters for the cleaning of all kinds of grains and seeds and their separate and spare parts, identifiable by means of catalogues or illustrated pamphlets.
714.00.09 Finishers for products derived from the grinding of grains and their separate and spare parts, identifiable by means of catalogues or illustrated pamphlets.
714.00.10 Washers and gravel-collectors for the cleansing of all kinds of grains with or without driers and their separate and spare parts, identifiable by means of catalogues or illustrated pamphlets.
714.00.11 Mixers for all kinds of grains and ground products and their separate and spare parts, identifiable by means of catalogues or illustrated pamphlets.
714.00.13 Measuring, distributing and feeding appliances for the mixing of all kinds of grains and ground products and their separate parts and spare parts thereof identifiable by means of catalogues and illustrated pamphlets.
714.00.14 Polishers and brushers for all kinds of grains and their separate and spare parts identifiable by means of catalogues or illustrated pamphlets.
714.00.15 Purifiers for semolinas made from the grinding of grains and their separate and spare parts, identifiable by means of catalogues or illustrated pamphlets.
714.00.20 Sprinklers and humidifiers for grains that are to be ground and their spare and separate parts, identifiable by means of catalogues and illustrated pamphlets.
714.00.21 Centrifugal driers for all kinds of grains and their separate and spare parts identifiable by means of catalogues or illustrated pamphlets.
714.00.23 Beaters for the siftings resulting from the cleansing of grains and their separate and spare parts, identifiable by means of catalogues or illustrated pamphlets.
715.08.58 Air scoops, for all kinds of dust, weighing more than 50 kilog. and their separate and spare parts.
715.08.59 Sieves for all kinds of floury and powdered products and their separate and spare parts.
715.08.60 Cyclone or flexible tube colectors for all kinds of dust, weighing more than 50 kilog. and their separate and spare parts.
715.08.61 Air retainers for dust collectors and pneumatic separators and their separate and spare parts.
743.00.14 Permanent magnets of any alloy or shape, whether or not having a protective cover or insulation, weighing up to 5 kilog., used in the electronics industry, except those included under heading 743.00.13.

Published February 12, 1964.

648.06.04 Glass yarn and thread of any kind.
655.00.03 Soduim borosilicate glass, of spherical form and uniform colour, intended for the manufacture of glass fibre.
860.00.99 Prefabricated buildings, unassembled, n.s.m. Duty corresponding to their integral parts, according to kind.

The restriction on goods under heading No. 860.00.99 is only for the State of Baja California.

ECUADOR

Import List change

ITEM No. 581 (a) has been transferred from the Ecuadorean Import List I to Import List II:

Item No. 581 Fabrics and articles of artificial silk or of artificial or synthetic textile fibres, pure or mixed:
(a) Fabrics in the piece.

Cheaper air parcels postage rates to Hawaii

THE GENERAL Post Office have announced that from April 1 the postage rates for parcels sent by air to Hawaii will be 5s. 6d. per ½ lb. The rate was 10s. for each ½ lb.

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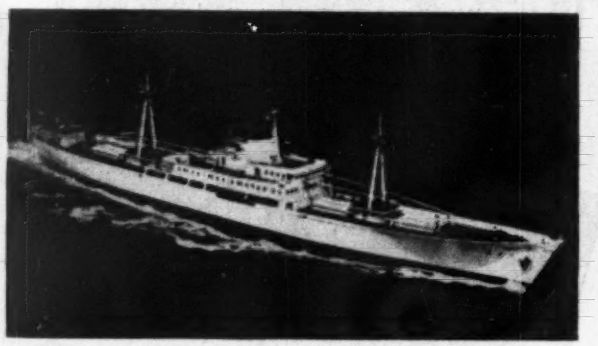

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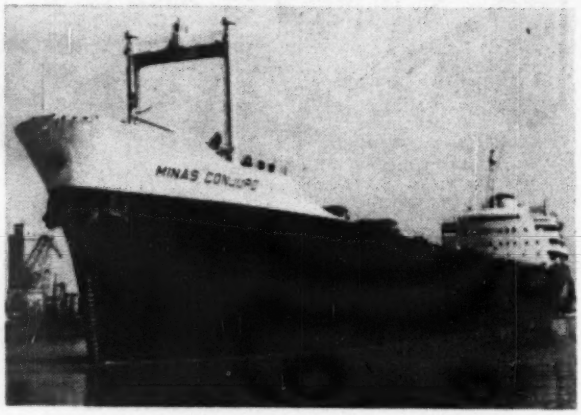

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UNITED STATES

Investigation on unmanufactured lead and zinc

THE UNITED STATES Tariff Commission have instituted an investigation, upon request of the President, in connection with the preparation of advice as to the probable economic effect on the domestic industry of reduction or termination of the import quotas on unmanufactured lead and zinc. The imposition of these import quotas in 1958 was a result of an escape clause investigation; the quotas appear in items 925.01–.04 in part 2A of the Appendix to the Tariff Schedules of the United States.

A public hearing will begin at 10 a.m. on June 23, 1964, in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W., Washington, D.C. The Secretary of the Commission should be notified, in writing, at least three days before the hearing by any interested parties wishing to appear and to be heard.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2630).

CANADA

Budget proposals for 1964-1965

THE CANADIAN Minister of Finance presented his Budget to the Canadian House of Commons on March 16, 1964. It contains proposals for changes in the Customs Tariff, to take effect from March 17, 1964. Full details of the changes, which are, of course, subject to approval by the Canadian Parliament, will be published in the next issue of the Journal.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.

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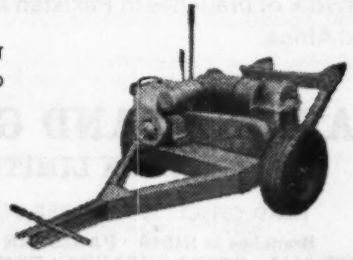

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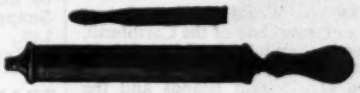

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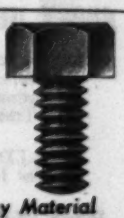

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Balance of payments (Q)	10 Jan. 1964
Business names registered (A)	7 Feb. 1964
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– final (Q)	24 Jan. 1964
Distributive and service trades (A)	27 Dec. 1963
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Cars and commercial vehicles (M)	27 Mar. 1964
Catering trades turnover (M)	13 Mar. 1964
Chemical industries production (6-M)	1 Nov. 1963
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World trade and production (Q)	14 Feb. 1964
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Assets (A)	26 July 1963
Transactions (Q)	This week
Retail prices index (M)	27 Mar. 1964
Retail trade:	
Index nos. (M)	6 Mar. 1964
N. Ireland index (M)	27 Mar. 1964
Shipping movement at UK ports (Q)	13 Dec. 1963
Stocks:	
Manufacturers and distributors (Q)	6 Mar. 1964
Retail (M)	20 Mar. 1964
Textiles:	
Clothing and textile orders and deliveries (M)	20 Mar. 1964
Man-made fibres production (M)	This week
Wholesale houses sales (M)	20 Mar. 1964
Wool and cotton output (M)	20 Mar. 1964
Tourist traffic (M)	14 Feb. 1964
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	13 Mar. 1964

Board of Trade Departments, etc.

Subject	*Last Published*
British Commercial Representatives Overseas	31 Jan. 1964
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	21 Feb. 1964
ECGD Local Offices	31 Jan. 1964
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	6 Dec. 1963
United States Consular Offices in the UK	21 July 1961

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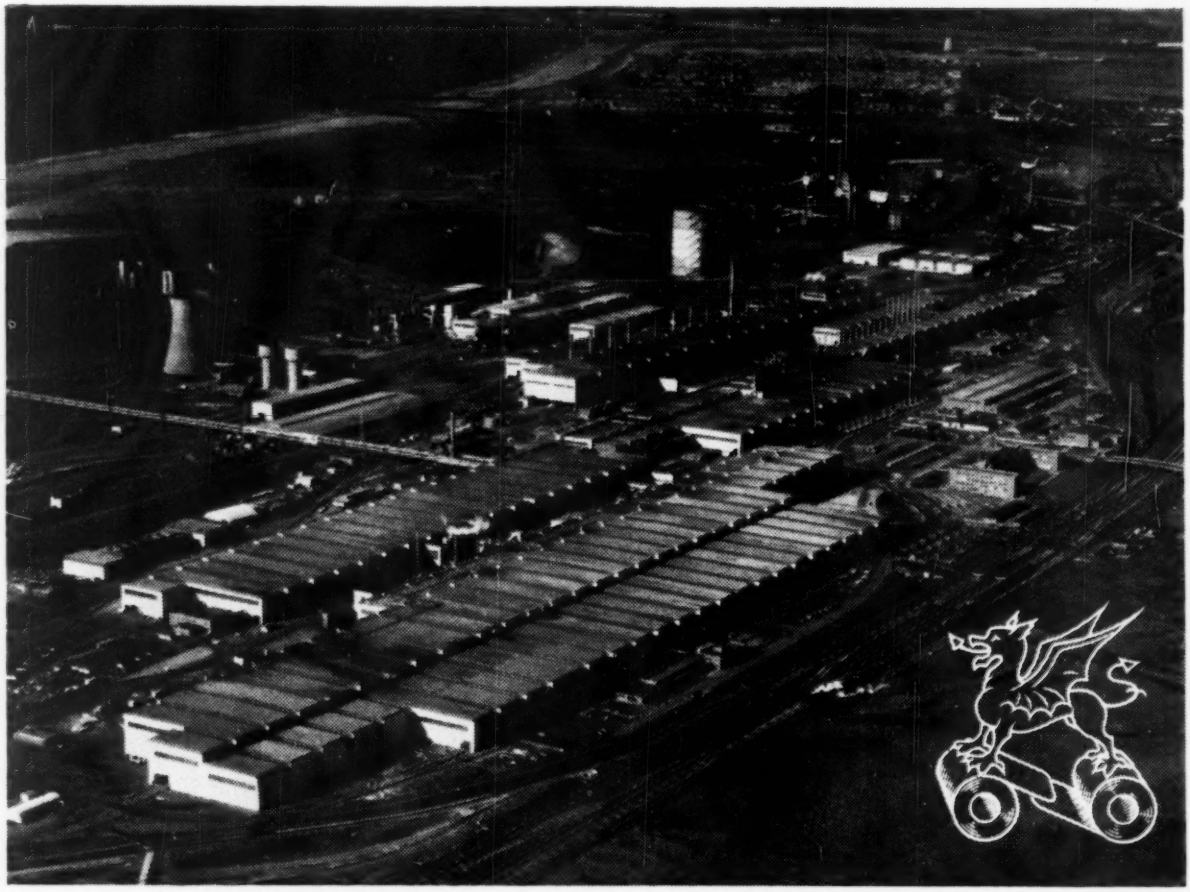

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